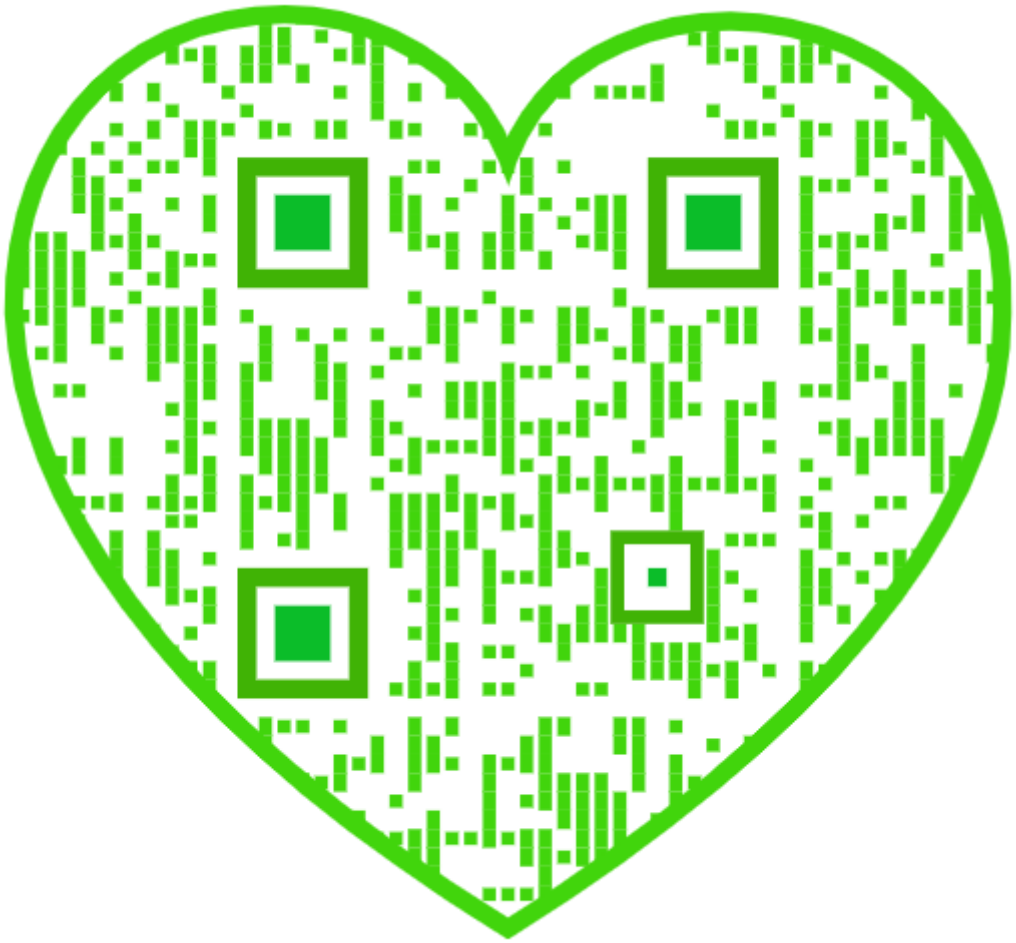

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January 2, 1907 – June 26, 1907
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260 Philadelphia, [Pa. $bs.n.]
300 v. $bill. $c38 cm.
310 Monthly $bApr. 1936-
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321 Semimonthly $bJan. 1910-Mar. 15, 1936
500 Description based on: Vol. 22, no. 1 (Jan. 1, 1902); title from caption
500 Published by Tobacco World Corp., Philadelphia, Pa., <19__>-
500 Some combined issues
500 "Devoted to the interests of importers, packers, leaf dealers, tobacco and cigar manufacturers and dealers."
500 Occasional missing and mutilated pages
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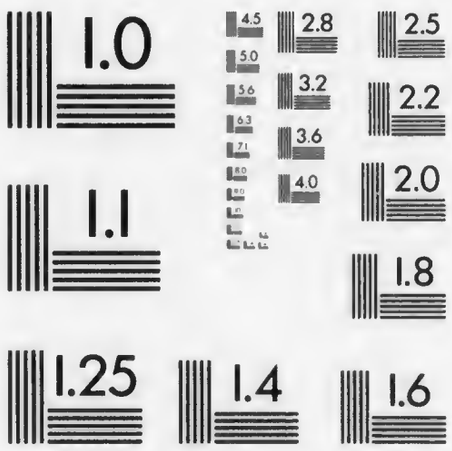

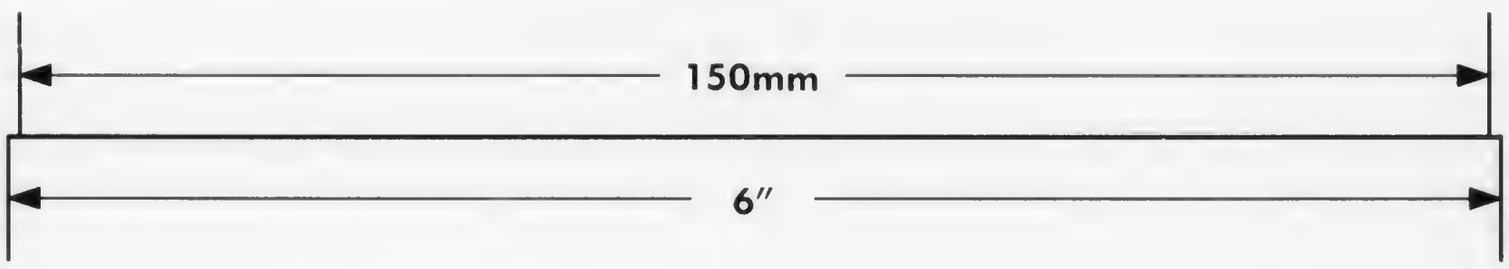

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FOUNDED 1855.
John T. Dohan. SELECTED D&T VUELTA ABAJO Wm. H. Dohan.
FLOR de D&T
DOHAN & TAITT,
Importers of Havana and Sumatra
D&T
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

K. STRAUS A. LOEB
K. STRAUS & CO.
IMPORTERS OF
PACKERS OF HAVANA LEAF TOBACCO
301 & 303 North 3rd St.
PHILADELPHIA.

Established 1825
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
and PACKERS of
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

Benj. Labe Jacob Labe Sidney Labe
BENJ. LABE & SONS
IMPORTERS OF
Sumatra and Havana
Packers and Dealers in Leaf Tobacco
228 North Third St., Philadelphia

Julius Hirschberg & Bro.
Importers of Havana and Sumatra and Packers of Seed Leaf
Tobacco
125 North Third St., Philada.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
AND
Packers of Leaf Tobacco
306 North Third St., Phila.

L. BAMBERGER & CO
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**
111 Arch St., Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N.Y.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

H. Dolinsky & Son
Importers & Packers of
HAVANA AND SUMATRA SEED LEAF TOBACCO
147 N. Third St, Philadelphia, Pa.

L. KRUPPENBACH
IMPORTER of HAVANA and SUMATRA
DEALER IN LEAF TOBACCO
MASTERPIECE
44 N. ELEVENTH ST. PHILADELPHIA

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in
ALL KINDS OF
SEED LEAF, HAVANA and SUMATRA **Tobacco**
118 N. 3d St. Phila.

J. S. BATROFF,
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

...IMPORTANT NOTICE...

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. The Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the Presidency of the Rebublic: dark blue.

The Old Salesman's Musings.

WHO'LL HELP ME KILL THIS EVIL?

No matter when I die now, no one can say I went to my grave without having made myself known.

I have thought of an idea that beats anything you ever heard of. It's an idea, which, if carried out will make humanity better, kinder, wiser, healthier and capable of enjoying life in a more wholesome way.

It's a reform idea, and while the thought has been expressed before by medical gentlemen and a very few women it hasn't had the publicity I am giving it here.

Miss Lucy Gaston gave me the idea. Not particularly Miss Lucy, but the whole caboodle of reformers that train with her. They seem so pleased in their great work to better mankind by the abolishment of the cigarette, and their happiness seems so undiluted by the fact that they haven't been making any progress, that I have been thinking they've solved the problem of being happy in this life. All one has to do is to become a reformer.

I should think, though, they would occasionally be overcome with horror at the diabolical wickedness which obsesses the world. I should think it would make them feel lonely at times. You have to be a pretty strong person to be able to put up all your life with nothing but superior thoughts for company.

It must be that, sometimes, there is a dread moment when they feel like a certain Seventh Day Adventist did. Perhaps you never heard of the Seventh Day Adventists, but in this world of millions of souls, there are a few believers in something which they think is best expressed by that name. The one I speak of had been engaged in meditation one evening, and his thoughts drew a line of sadness in his face.

"Brother," he said to a companion, "sometimes I think it will be rather lonely for us in Heaven."

And maybe I'll be a little lonely, too, if I get to be a real reformer But let me tell you about my idea.

Suppose we admit, for the sake of argument, that our mankind is steadily degenerating through the use of the cigarette. We know that this form of smoking causes insanity, paresis, nervous prostration, heart failure, etc., etc. We know that. Miss Gaston has told us it. So!

Now the ladies are undertaking to rid the world of this curse, at least some of the ladies, and it is a very noble thing of them. For one thing, they have to face the risk of being told that it is none of their business what a man smokes, and that there are things nearer home which might more legitimately require their attention. They have to risk meeting up with a rude person who would tell them such horrid untruths, but in spite of these drawbacks, they see their duty, and strive to do it.

Now why can't we men be equally sacrificing. I, for one, am willing to be the pioneer in the movement, and I am willing to give my services to the limit to effect the reform I have in mind. I am willing to lobby, if my expenses are guaranteed, and any time anyone wants to hire a hall I am willing to speak on the subject and sound the alarm.

Let us rid this world of the curse of the corset.

There, it is out! The corset vs. the cigarette. We men have no business bothering with corsets, I should say the subject of corsets, but for the sake of the womanhood of the nation, we will butt in and take firm hold of the evil. While it is considered good form to wear the things (no pun intended) it is causing incalculable ill among hundreds of thousands of the fairer and weaker sex.

Women are committing suicide every day in our great cities, undoubtly from despondency caused by having to let the strings out a little.

A wasp like waist causes a wasp-like temper when there is no one important around to be impressed, and I have no doubt in the world that most of these sad cases of wives beating their husbands so brutally are the result of such fits of insane temper.

(Concluded on page 7.)

A Good Pair to Go On . . .

Two of Our Popular Five Cent Brands. Our Goods are Made of Best Selections, Made Carefully, and Made to Duplicate.

Wolf, Neff & Co.
RED LION, PA.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We make SCRAP Filler, Ready for Use.
Phones { York, No. 180 / Bell, No. 1878 } 12 S. George St., YORK, PA.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

THE Christmas season is over, a new year has started, and the dealer should be careful not to leave his Christmas decorations in too long. As a matter of fact, it would be a good plan to clean out this week if you can spare the time, and put in fresh ones, in some way typical of the New Year, without running to the "Happy New Year" order.

There is nothing which looks poorer or more shiftless than a display which has outlived its usefulness, and this is true of Christmas decorations, when Christmas week has passed away. By that time, anyway, the greens have probably begun to look stale and as if they ought to be taken out.

The same is true of retail advertising. Probably every dealer who does any newspaper advertising, whether in a small town or a large city, has lately tried to make it appropriate to the season. If it is in a large city, where the expense is such as to prevent him from forgetting about it, this advice will probably not be needed.

But frequently the retailer has other things to think of and gets into a bad habit of allowing his advertisement to remain in the same form for a long period, thus practically destroying all value it might have had after the first few insertions.

The writer knows of a dealer in house furnishings, who kept an ad. in the local papers, and was usually content that it should run along as he had first prepared it. Shortly before last Christmas, though, he got an idea, and started the ad. off with the line: "Now is the time to buy your wife a nice Carpet Sweeper for a Christmas Present."

This was all right, and probably netted him some extra business by putting the idea into the head of idealess husbands. But time went on and during the baking days of last midsummer, the line was, to say the least rather incongruous. A stranger reading it would doubtless think it a deliberate joke, but the carpet sweeper man had simply forgotten about it. As a matter of fact, it was the paper's place to jog his memory, but that is beside the point.

The point is, that every retail dealer should endeavor to the utmost to make every line and item of his advertising count for all it can and this means both the window and interior decorations, and the newspaper and every other form of advertising.

Be up to date in every particular, but don't strain for an effect of being ahead of date. To do that is only to achieve an atmosphere of cheap smartness.

• • •

WORK UP THIS IDEA.

HERE is an idea which might pay if properly worked up. It would have to be "worked up" in the fullest sense, and it would require much attention if it were to be made to pay.

The average family does considerable entertaining throughout the year, and if the men of the house smoke, as is usually the case they will want to smoke while guests are present and offer the men they are entertaining the same opportunity.

It is not to be expected that every man will like what his host likes and it is scarcely polite to expect him to like it by offering it to him. The man who can afford it, will want to have a variety of brands of both cigars and cigarettes, and he can do this best and at the least expense with the dealer's help.

The dealer can supply him with a few boxes of popular cigarettes and with a few cigars from boxes of various brands of cigars that seem to be generally liked. By this means the customer can learn what brands seem to be most liked by the people who come to his house so that he will soon be able to buy nothing that is not actually wanted.

Here the dealer steps in and sees that the man is kept supplied with his needs, and doesn't have to chase around and buy stuff on the day of the evening he is expecting someone.

By sizing up his customers and their purchases, the dealer should note whenever a man is buying more than the usual quantity, or a brand other than he usually buys. For instance a cigarette smoker may stop in and buy some cigars on his way home in the afternoon, and a cigar smoker, some cigarettes. If he is a regular customer the dealer or clerk has a fair guess that he expects someone around that evening.

Put the above proposition up to the man, and it will probably appeal to him for selfish reasons, if for no other, for it will save him the annoyance and bother of seeing that there is always something to smoke in the house, or the frequently occurring mortification of being caught without anything.

It might be well to state the proposition on an advertising card and slip a card into every package that goes out of the store, or give it personally over the counter. The results, if the plan worked would be cumulative, for one man would tell another and thus bring new trade.

Of course it is understood, that after he has his list, it is the dealer's duty to keep in touch with the houses of his customers and send goods whenever they are needed, presenting a bill for same at the usual intervals. The scheme practically amounts to the much desired club business, on a smaller scale.

• • •

THE WORTH OF A NICKEL.

A NEWARK, N. J., dealer recently put up a card in his store which seemed to make quite a hit among his patrons and which attracted general attention on account of the novelty of the idea. The sign was as follows:

WHAT A NICKEL WILL DO:

A nickel, five cents—it takes twenty of them to make a dollar—will provide a great deal in the way of necessities when you come to think about it.

It will buy enough bread every day to keep a man alive.

It will carry him several miles on a trolley car.

It will buy him a dose of medicine when he is suffering, or a dose of poison to end his misery.

It will enable him, when time is a matter of life and death, to communicate instantly over the telephone, with a person miles distant.

It will even buy him a straw hat, if he is not fastidious.

It will provide many other valuable necessities, but it will not go very far when luxuries are desired. The most luxury it will buy, that we know of, is one of our —— cigars. If you have only a nickel, and need bread, or any other of the things mentioned above, buy what you need. But from what some of our customers say of the smoke, it is a question in our minds whether the cigar buyer wouldn't get the most satisfaction for his money any way you look at it.

• • •

SOME GOOD CIGARS AS AN ADVERTISEMENT.

THERE is an important thought that a dealer should impress on his customers, either in the form of an advertising card, or if desired, by a sign in the store. This is, that there are good solid business reasons that every business man who smokes should smoke good cigars.

Some men smoke cheap cigars for economy's sake, others because they actually prefer them, or like them as well as the ones which cost more. Plenty of smokers can't tell the difference between cigars and are quite as contented with rank ones as with the highest class article.

Such customers, will doubtless argue that they would be fools to pay two or three times as much for their smoking as there is any need of. In other words, they would be getting no more for the greater sum than for the smaller, in the matter of gratification.

But there is another way to look at it. A rank cigar or cigarette is an offense to everyone who is not smoking it and has to be near it. It publishes its rankness and cheapness with every puff, and seems to cry out the fact that the smoker can't afford to smoke decent stuff, but must smoke something, and buys what he can get for the money he has to spend.

As said before, this may not be true in any sense, but it seems true and when you are doing business with a man, and puffing a stench into his face all the time, to say nothing of the possible enormity of offering him such a cigar, you are likely to create an opinion of you in his mind by no means favorable to you. In a certain sense, a good cigar is an advertisement of prosperity, and prosperity is the best hall mark in the world. They say that "nothing succeeds like sucesss" and might have added, "or the appearance of success."

Impress this sort of argument on your customers and it certainly will do no harm, and is very likely to do good, providing your business lies with a class that is interested in such an argument. Make them understand, in a diplomatic way, how cheap it looks sometime, when they bring a man in the store to buy him a smoke, and have to ask for another and higher priced box than the one they usually buy out of.

• • •

WARM, COMFORTABLE AND INVITING

IT hasn't been a very fierce winter so far, but there have been some cold days, and there is no telling what the weather will be for the next three months. The suggestion about to be made has been offered before on this page but it will not hurt to bring it up again as it is decidedly timely.

In trying to keep your expenses down, don't skimp on your heat. Have your store well heated no matter what it costs. If it costs out of proportion, there is probably something wrong, and if it can't be discovered and remedied, move to another place with better facilities. But don't keep the heater down, just because coal has gone up.

Setting aside the matter of comfort for yourself and clerks you have to think of your customers. It may be bitterly cold outside, and when a man enters the store, in the process of paying for his purchase he has to unbutton his coat, and perhaps take off his gloves. If the store is as "warm as toast" as we say, they will notice it and linger a moment longer to absorb a little heat before they venture out again. In many cases that extra moment may mean more business for you.

At any rate, your store will get the reputation of being a warm, comfortable place, particularly if you arrange the furnishngs in a way that suggests winter shelter. Perhaps that is not quite clear, but every reader will doubtless remember rooms he has seen that looked like "warm rooms," and others that looked shivery.

Without having any more talk about it, just remember that every customer likes to deal at a store where everything impresses him as pleasant, and will go out of his way to deal there, if his trade is worth having. See to it that your store is one of the kind that has the best chance of impressing favorably.

• • •

IN line with this, another suggestion is in order. On very cold days, it is a wise thing to have the temperature of your place ten degrees or so above the normal even if it is uncomfortable to the ones that have to stay in it. You are consulting the comfort of your customer, not your own, and when some man with a half frozen nose feels the welcome heat creeping into him, it will improve whatever humor he is in.

Another thing: Get a supply of wind proof matches and bring them out on stormy, windy days. Of course none are actually wind proof, but there are several kinds that are much easier to manipulate in a storm. Give these away freely on days when they will do the most good. If you like, you can have them in little boxes bearing your advertisement.

The man who is saved from standing on the corner and futilely using up every match he has in his pocket without even getting a light will bless you and think of you. And you want everyone to think of your store as a good place to go to.

Gieske & Niemann, Packers & Dealers in Leaf Tobacco
No. 204 South Charles Street
Baltimore, Md.

THE OLD SALESMAN'S MUSINGS

(Concluded from page 5.)

It is an awful thing, and I don't want to dwell on it much longer or I will get all worked up. Look through the advertising pages of any popular magazine and see the 64 21 inch fair-faced creatures that depict the latest styles in this article. Look at them! I look at them every month, and it makes me feel more and more that the strong hand of man should tear the murderous things off—it makes me willing to offer my services to—it, what I mean is, no woman ought to wear such things.

Let us hold meetings, get at the members of councils, the aldermen, the members of legislature, let us have laws passed prohibiting absolutely the sale or use of the corset. Let us make it a misdemeanor to have one in one's possession.

Let us do as they did with the cigarette paper in Indiana, let a law be passed giving the right to arrest and search any person suspected of having a corset or corset cover about them. Have patience and keep up this method, even if it does'nt work at first.

If we can only get at it right we can clean up the evil in no time. No woman has a right to wear anything a man doesn't think is good for her and she ought to be arrested if she does; just as no man has a right to smoke a cigarette if a woman thinks he oughtn't to, and he has been arrested for doing so. Hurrah for reform! You make yourself beastly noisy and unpleasant, but you have such a good time and get so many chances to talk.

But before I do anything definite and radical in this matter, Im going to see what happens in Chicago where our friend Miss Gaston has been battling royally to have an ordinance passed prohibiting absolutely the use of the cigarette in the city. She has managed to get more or less important persons to hold meetings to talk the matter over, the point at issue being whether such an ordinance would be legal. There was a difference of opinion.

I am no lawyer, but calling on what common sense I am blessed with, I think it would be quite as legal to enforce an anti-corset law as an anti-cigarette one. Speaking seriously, there isn't a reputable physician in the world who will not testify that the corset is injurious in every case where it is worn tight and that is nearly every case, while little difficulty is experienced in securing an authoritative opinion favoring, or at least not condemning the cigarette.

To speak of stopping a city like Chicago from using cigarettes is quite as ridiculous as a proposition to outlaw the corset, and would have just about as much chance of success. If they try the former on in Chicago the ridiculousness of it will be quickly demonstrated or else something unpleasant will happen. They don't take kindly to arrest out there, when they haven't done anything.

But be ready when I give you the word, boys, to go for the corsets.

And everywhere our cry shall be
R & G—R & G—
Hiss-s-s-s-s-s-s-s-s-s!

THE OLD SALESMAN.

CENSUS OF TOBACCO MFRS

(Concluded from page 3)

Bureau of Internal Revenue of the Treasury Department and, therefore, were not compiled for the census. Both the absolute and relative increases were greater during the period from 1900 to 1905 than during the decade ending with 1900. In 1905 as compared with 1900 the number of establishments increased 1,869, or 12.5 per cent, and the value of products, $67,404,508, or 25.6 per cent.

The following table was compiled:

Tobacco, chewing and smoking, and snuff.

	No. of Establishments.	Cost of Materials.	Value of Products.
1905	433	$44,954 047	$116,767,630
1900	437	35,038,287	103,754,362
1890	395	29,192,492	65,843,587
1880	477	34,397,072	52,793,056

Tobacco, cigars and cigarettes.

	No. of Establishments.	Cost of Materials.	Value of Products.
1905	16,395	$81,134,561	$214,350,051
1900	14,522	57,828,255	159,958,811
1890	10,956	50,298,960	129,693,275
1880	7,145	29,577,333	63,979,575

WHEN THE TRAVELING MAN COMES 'ROUND.

Never heeding wind or weather,
When it snows and when it blows;
With his thoughts intent on business,
Down the slippery street he goes.
He greets his fellow workers
With a cheerful word or two, and
When his order book is full
He doesn't give a sou.

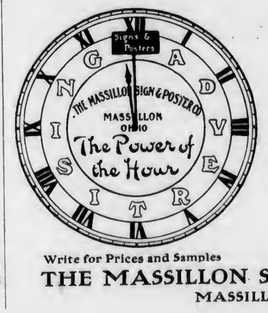
He never growls or grumbles
At the weather or the trade, but is
Always kind and courteous, for
He knows how to behave. From
Early morn till late at night he
Pegs and pegs away, just to
Send in lots of orders
When the mail goes in next day.

So let us all, where e'er we can,
Give him a helping hand,
For he sometimes gets discouraged,
And is apt to lose his "sand."
Many miles from home and loved
Ones he must spend most of his time,
Kindly spare him just a moment,
And investigate his line.

—Exchange.

—The American Cigar Co.'s sorting plant at Watertown, Wis., is being started this week, with W. F. Earles as superintendent.

Established 1895 Telephone Connection
T. L. ADAIR
Manufacturer of
Fine Cigars
Red Lion, Pa.
Special Lines for the Jobbing Trade



SIGNS!
Designers, Printers, and Lithographers of
CLOTH, ROPE FIBER and CARDBOARD SIGNS, AND PAPER POSTERS.
In Weatherproof Colors
We have Something New In FOLDED EDGE SIGNS.
UNION LABEL on Work When Desired
We Furnish QUALITY AND SERVICE
Write for Prices and Samples
THE MASSILLON SIGN & POSTER CO.
MASSILLON, OHIO.

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

John U. Fehr Established 1883 Geo. N. Fehr

J. U. Fehr & Son

Importers and Packers of

Leaf Tobacco

700 Franklin St., 101 to 107 S. 7th St.,

READING, PA.

LOUIS BYTHINER J. PRINCE

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia

Long Distance Telephone, Market 3025.

IMPORTER OF

S. Weinberg, Sumatra and Havana Dealer in all kinds of Seed Leaf

120 North Third Street, Philadelphia. **Tobacco**

The Cheapest, Strongest and Best Tobacco Case

Ma Gee Improved

THE Only Up-to-Date Case; used by the largest packers; saves you one-half cost and labor previously used with the hundred year old common case.

G. H. Rumrill, of Janesville, Wis., sampled 322 cases in nine hours, with the help of three men.

☞For particulars and prices, address

JOHN F. HEILAND & CO.

48 East Chestnut St., Lancaster, Pa.

Sole Agents for Ma Gee Bros. Tobacco Case.

M. Velenchik. S. Valensch ik

VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

HENRY RINDSKOPF

Packer and Importer of

Sumatra, Havana and Domestic **LEAF TOBACCO**

N. E. Cor. Fifth and Washington Sts.

Reading, Pa.

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630--636 N. Prince St.

Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS,

Importers of **Sumatra and Havana** Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

No. 240 Arch Street, Philadelphia, Penna.

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.

Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

FEW BUYERS ARE IN THE HAVANA MARKET.

Crop Prospects Uncertain, as Rain Has Been Scarce; Impossible to Say Anything Definite Until End of January. Preparations Have Been Made to Plant a Large Acreage.

(Special Correspondence of The Tobacco World.)

Havana, Cuba, December 24, 1906.

In looking over my report of the same date for a year ago, I note that I then reported a very active market, as owing to the commencetment of the disastrous rains, a great deal of speculation had set in, and the market was rising. This year I can only report a very quiet market as there are hardly any buyers in town, and the few who have arrived have not made any operations as yet.

Stocks with the exception of Remedios 1st and 2nd capaduras, are exceedingly low, and prices are held very firm for all lots which have any intrinsic value. While there is quite a fair amount of 1st and 2nd capaduras still here for sale, the holders show no anxiety to part with them, and feel confident that during the coming months there will be enough demand on the part of American buyers to clear out the stocks from our market.

Crop prospects so far are still too uncertain, and while a few rain showers have fallen in a few points of the Vuelta Abajo as well as in the Partido section, the precious liquid has not fallen throughout the entire country and to benefit the growing seedlings and young plants.

Pefore the end of the month of January it will be impossible to say anything definite about the possible quantity of the coming crop. While preparations have been made to plant a large acreage it all will depend upon the atmosphere during the next four or five weeks how the growth may proceed. In the meantime our American exporting houses here which ought to be well posted, are actively scouring our market and are making fair bids upon 1st and 2nd capaduras of Remedios.

Sales

Excepting some smaller transactions which are almost more in the nature of retail sales, I have heard only of one deal of about 500 bales of Remedios, which was made from one Spanish house to another; the latter however having to lookout for some of its American customers, and possibly not having sufficient stock itself was therefore compelled to buy at the prevailing high prices.

Buyers Come and Go.

Arrivals: Dionisio Hevia, and S. Ruppin, of New York; Jose Lovera, of the Jose Lovera Co., Tampa; and Charles Landau, the cigar manufacturer of Montreal.

Departures: Sidney Goldberg, for New York.

Havana Cigar Manufacturers

are still working quite actively upon old orders on hand.

H. Upmann y Co., shipped 615, 000 cigars during the past week, and keep as busy as ever in their factory.

Por Larranaga is fully occupied in attending to the many orders from England and the United States.

Partagas is doing as good a business as ever, and Cifuentes, Fernandez & Co., are still way behind in the execution of their pending orders.

Sol is doing its regular business, and lately has had some good orders for fine sizes.

Ramon Allones and Cruz Roja is getting its full share of the business that is doing, and Rabell, Costa, Vales & Co., still have a fairly big order slate to work on.

Eden is doing as well as any of our factories, and Calixto Lopez & Co., have no complaints to utter.

Unless the new crop should be more plentiful and prices lower than have been ruling this year, it will become an imperative necessity for our manufacturers to raise their prices during the coming year, as with the high cost of the raw material, it will be preposterous to expect them to work and lose money in doing so. No other industry in the world is situated like the tobacco industry, as all other manufacturers are in the habit of raising their prices in proportion to the higher cost of raw material, and why the consumer of cigars should expect to get the same fine quality at the same price which he has been paying for it, when it costs the manufacturer 30 per cent more (including his legitimate profit) is difficult to understand.

Buying, Selling and Other Notes of Interest.

Grau, Planas & Co., were sellers of 500 bales of Remedios during the past week.

Sidney Goldberg, I understand, got disgusted with the high prices and left without buying anything.

Sobrs. de A. Gonzalez are still holders of some very fine tobacco.

Receipts From the Country

	Week Ending Dec. 22 Bales	Since Jan. 1 Bales
Vuelta Abajo	202	135,153
Semi Vuelta	—	11,886
Partido	8	34,584
Matanzas	—	598
Remedios & S. Clara	1,535	88,159
Santiago de Cuba	140	7,827
Total	1,885	278,207

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CHRISTMAS MEDITATION OF THE CIGAR CLERK

Written for The Tobacco World

The world-weary looking clerk leaned one arm on the show case and gazed meditatively into the chill street. It was Christmas morning and few people were in sight. In fifteen minutes the clerk would close the store and go. Meanwhile a customer lingered over the cigar he had bought, evidently willing to be sociable.

"Haven't you got a home, either?" asked the clerk in a brooding tone that carried no offense.

"Yes," was the answer, "I've got one but it's out of town and I got to loaf around until noon to meet a man and take him up with me. Why, are you homeless?"

The clerk turned his mournful face to the questioner; "I've got a folding bed, some chairs and a razor," he answered. "I'm in the directory, but I ain't got anybody who would get up in the middle of the night to get me a mustard plaster. I'm one of them things they call an orphan, and it rains on me whenever it can."

He heaved a deep sigh and the customer looked sympathetic. "I suppose Christmas don't mean very much to you, then," he murmured.

"Not nothing," was the answer. "I don't belong to Sunday School so I don't have to warble any carols and chase home with a stick of candy and an orange, and all my spare socks are in the laundry so there's no job for Santy there. No, I get a lemon handed me instead of an orange, this year."

He paused a moment and then went on "I don't suppose I ought to be here in the store to day. I don't suppose anybody ought to be working Christmas, but the boss said last night he wished he felt strong enough to come down and open up for awhile to catch the fellows who forgot to get theirs ast night, and I said I didn't care, I'd come down. Looks like nobody much forgot."

"You don't seem to care what becomes of you," put in the customer.

"Not much; I sort o' got a grouch. I'm going up to the boss's to eat after while, but I aint lookin' forward much. I guess I'm gettin' sore on the business." The customer looked interested and the clerk was encouraged to continue.

"I have to wait on too many critics," he declared. "A tight bosomed guy comes in here and operates on himself for a nickel. I give him a cigar. He lights it and pulls awhile. 'A little green, eh?' 'Aint these here a little too dry?' 'I notice the manufacturer's beginning to save money on this brand, now the good people are buying it;' 'say, aint you fellows ashamed to take a nickel for a smoke like this? 'How many do you sell for a quarter?' 'Is this real Havana?' That's a few samples of what you're likely to hear from where I'm standing.

"And it seems to me there's an awful lot of cheap guys in this world. There's one fellow who comes in here and spends a nickel pretty much every noon. He takes all the matches in sight and everything else that's free, and he comes in like he owned the place on the strength of that one cigar. I know for a fact that that skate probed around until he found out which brand of five cent smoker cost the retailer the most to sell and now he always gets that.

"One day he comes in here with a pretty important looking dresser with him and I could see without looking that little tinlets needed him in his business. They come up to the counter and Willie said 'What'll you have, Mr. Jones?' Jonesey said 'oh, anything,' in a way that showed you couldn't excite him by just buying him a cigar so I handed out Willie's regular five cent brand.

"Willie gave me a regular old stinging look and said in a tone that made me want to shrink under the counter, 'We want a good cigar, clerk.' I thought it over for the skeenteenth of a second and then handed him up a box of perfectos which cost a quarter the each. 'They're better,' I says.

" 'Take two, Mr. Jones,' says Tinlets. Then I knowed that Jonesey stood in relation to him as God to man. Jonesey took his two, all right, and Willie the Host helped himself liberally to one. He fished up some change, hesitated over a quarter and then to make sure handed me a half dollar. 'Sivinty-foive cents, plaze,' I utters in a voice like a chocolate soda.

"I give Willie credit for being game under circumstances where he couldn't be anything else, but it was a sad blow to his young career. It set him back on his smoking nearly three weeks and he was total abstinence all right till he had caught up. I don't know such a great much, but I do know that Mr. Willie Tinlets will never smoke himself to death unless he does it in a dream."

The clerk looked at the clock and yawned. "I guess it's about time to turn the key in the lock and call it a holiday," he said—"unless you want to stay here a while longer to kill time. I aint busy."

"I'll tell you what we'll do," said the customer. "You close up and we'll slide across to Jimmy's and see if he can't mix us up a couple of nice ones. They'll give you an appetite and make you feel like letting the world live on."

Jimmy made good, and after the clerk had done the best he could with Number One, he cheered perceptibly. "This reminds me of the other morning," he said. "A salesman come in with as large and copious a hangover as I ever saw. He's a good fellow and a great friend of the boss's. He don't make no habit of paintin' himself up like that, but he had sure done a good job this time.

" 'Aint been to bed," he says to the boss.

" 'You don't say,' answered the boss lookin' as surprised as he could. 'Why you look as if you was in bed now.'

"The salesman leaned against the counter, and thought the boss's answer over for about two minutes, and then he started to laugh. He laughed till he was weepin' all over his necktie and then he stopped as sudden as he began. 'Sshjoke,' he says. M'drunk bu'knowjoke. Knowjoke dru'shob.' He drawed himself up as straight as he could and stared over at us until he could get the focus.

" 'Stopped here f'sompin,' he got out. 'Wha' was?' The boss didn't know and I says, 'Mebbe it was for a glass of pink lemonade.' And with that he comes around the counter and hugs me like I was some peachy dame.

" 'Ri' fir stime, fir stime ri' nail 'n

(Concluded on page 18)

Established 1834

Independent Vuelta Abajo Factory

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TOBACCO NEWS OF GREATER NEW YORK

New York, December 31, 1906

The Christmas trade with the retailers was all that was anticipated and there are very few complaints to be heard Of course the United Cigar Stores did a land office business as they did considerable advertising and gave customers double certificates for every purchase as bait. The Flat Iron Building store, of which the floor capacity is limited was crowded and must have done an enormous business.

In the leaf trade very little is doing, and no sales of any consequence have been reported. There is quite a little tobacco being exported, as the local tobacco manufacturers are not paying so well at present for cigar cuttings etc. as they did in the early part of the year; much of the new crop of Connecticut is being force sweated and type samples are commencing to reach the trade.

Nelson A. Miller of Leopold Miller & Sons has reached home from his trip East, and is complaining of poor health.

The United Cigar Mftrs. Co. has applied to the N. Y. Stock Exchange to list $500,000 of the preferred stock. The published statement shows that the net earnings for the year 1905 were nearly $1,300,000.

Tom Allen late of the Allen Tobacco Co. will shortlfy embark in the cigar and snuff business over in Jersey. He will principally manufacture snuff tobacco of which he has registered the title Red Mill as a trade mark. A brand of short smokes called Old Dutch, retailing at 10 for 15 cents will be his leader in that line.

Cayey Caguas Co. have had a mor prosperous year; Joel Oppenheim, th firm's Eastern salesman opened som very desirable accounts of late in th vicinity of Boston. Martin W. Schoen wald recently returned from a succes ful Western trip as far as the Pacific.

Knecht Wine Co. was recently incor porated at Albany to deal in cigars, t bacco and wine and the concern is ca italized at $10,000. The incorporato were J. Zacharowsky J Shoeck and I Issler all of New York City.

Gonzales Fisher & Co. is another co cern that had a very good year's bus uess, La Sinceridad is a good sell from Coast to Coast.

Gans Bros., makers of the Willia the Fourth and El Cura clear Havana are rapidly forging their way to th front. Their cigars duplicate nice wherever placed. Not alone has th concern got a good foothold with th New York trade but all through th country. Rosenthal Bros. of Boste Mass. are making good in that sectio Rosner Bros. of Newark N. J. are al selling many of their brands.

The American West Indies Tradi Co. announces a new brand of Por Rican cigar for the coming year call The Albumo which is claimed to be f superior to their La Turina which se well throughout the United States.

A. H. Hillman & Co. are placin with the trade the Swell Set Hava cigarros for the E. M. Schwarz C and are doing very well for practica a new piece of goods.

CLOSE OF THE YEAR AT THE HUB.

Supply of Boston Made Cigars Not Equal to the Demand

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., Dec. 30

Cigars packed in fortieths sold well this year and of the Boston made goods there were not enough goods made up to supply the demand. Briar pipes of the higher grade sold much better this season than meerschaums. Taking everything in consideration the cigar and tobacco business is in a healthy condition and when this year's records are tabulated, the business will be shown to have made enormous gains over previous years.

Sam Marcuson, of the Khedivial Co., spent the holidays at headquarters.

Over in Chelsea many of the retailers are grumbling over the fact that the police have stopped the weekly boxing contests held at the Pythian Rink, as these events brought many strangers into Chelsea and the sporting element left lots of loose change with the cigar stores. This and the fact that Chelsea went "no license" at the recent election will harm the cigar stores to a great extent.

During the past six months the Menashi Khoury Co. here have made rapid strides to the front; their Menashi and El Ahram cigarettes are very popular not alone in Boston but all through New England. Bro. Williams in conjuncti with Ed J. Mulligan who does the w dow display work, both deserve a gr deal of credit for this increase of bu ness. Mr. Williams stands ace hi with both the jobber and the retai and everyone seems to have a go word to say about the Menashi and El Ahram.

Mrs. Osgood has purchased the Ha ard Cigar Store from Robbins & Ro man, wholesale tobacconists.

Israel Dane since he went into t wholesale business, has been makin specialty of selling principally cig under his own labels and is work up an enviable business. Mr. Dane a shrewd buyer and usually gets long end of the horn.

Rosenthal Bros., wholesalers and tailers at 326 Hanover street, are coming to the front; although they larged their store a year or so ago t find now it is not large enough for business they are doing. Rosen Bros. are the New England distribu for the El Cura and William the Fo clear Havana cigars made by G Bros., of New York and Florida.

H. L. Ruth, of the Allen Tob Co., tells me that sales of the T ette little cigars for the past m have been largely on the increase. what is strange about it is, the that there has not been any gratis on these goods for along time.

A new cigar stand will shortly

SAMUEL FREY

Craley, Pa.

Manufacturer of

CIGARS

for the Wholesale Trade

Old Judge Allen Goodrich

The Cyclone

Five Cent Cigars

Mild and Pleasant Brown Buck (BANDED)

Two for Five Cents

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PACKERS OF

Seed Leaf Tobacco

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142 Water Street, New York

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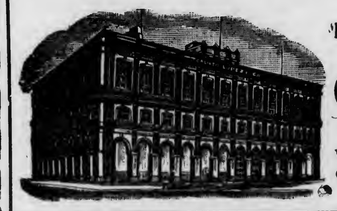

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I understand that the American Tobacco Co. will soon take off the gratis deal on Mecca cigarettes and also that the price on Tolstoi will be advanced 5 or 10 cents per M. Ben Ali.

VACATION WILL BE SHORT.

Lancaster Manufacturers Getting in Plenty of Early Delivery Orders.

Lancaster, Pa., Dec. 31.

Transactions in the local leaf market were, as was to be expected, at a practical standstill for the past ten days. It is claimed that there is plenty of demand for the 1905 goods, and that sales are not consummated owing to the prices at which the goods are being held. But every packer seems full of confidence that every pound of goods will be needed sooner or later, and that they will bring all that is now asked for hem.

The one point to be remembered is, that the goods are held in strong hands who can carry them for some time, and that there is therefore less likelihood of any material change in the situation, at least for some time, if at all.

Delivrey is now becoming more voluminous each week and will continue so from now on, last week's delivery was the heaviest of this season.

There has been no resumption yet in buying the remainder of the 1906 crops, packers are not even offering former prices, neither are the growers as yet inclined to make any concessions, hence there is nothing doing in that line.

Present indications are that the cigar manufacturers will have but a short vacation this year, as orders continue to come in at a lively rate for this time of the year, which will mean the early resumption of activity.

S. R. Moss, of the S. R. Moss Cigar Co., has for some days, been in the West where his company was a large creditor of a distributing house that has become bankrupt.

G. H. Sachs, on Concord street, is completing plans for a considerable expansion of his business this year. He will feature his Lew Morris 5 cent cigar and the Well Made, a medium priced article, with modern advertising, and push them along in every way possible. There are also some other developments pending, the full particulars concerning which are not yet to be given to the public, but which will be detailed in due time.

Quite a large number of members of the cigar and tobacco trade have been drawn for jury duty during the January and February term of Court. In the list are the following well known names: Grand Jurors: George Rudy, tobacco packer, Lancaster; Wm. S. Martin, tobacco dealer, Mountville. Quarter Sessions John S. Gamble, tobacco buyer, Lancaster; R. C. Dorwart, cigar manufacturer, Lancaster; M. L. Grieder, charge of tobacco experimental station, Mt. Joy; L. Ruppini, of C. Ruppini, cigar manufacturer, Akron; and John Bucher, cigar manufacturer, Lancaster.

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PHILADELPHIA, JANUARY 2, 1907.

ONE DRAWBACK TO INCREASED CIGAR LEAF ACREAGE

It has been frequently predicted during the latter half of the year that farmers in every tobacco growing section will increase their acreage in this crop in a desire to reap all the benefit possible from the high prices which they expect will continue.

There is a difference of opinion as to the last part of the question but it is evident that the majority of the growers hold optimistic opinions which do not lack supporters among the packers. The natural inclination, therefore, will be to plant every foot of soil available; to make hay while the sun shines. But there is one phase of the situation which is worthy of consideration and which may have a material influence in determining the actual acreage. In nearly every section where much of a cigar leaf crop is raised annually there was enough tobacco last year to fill every inch of shed room. In some instances it was necessary to provide extra accommodations for the harvest and in Lancaster county a number of new sheds were put up.

Consequently, if there be a still larger crop next fall there must be a good deal of building. At the present cost of materials it means an outlay of several hundred dollars to erect a shed of respectable proportions and it appears probable that many farmers will hesitate at such an expenditure when they reflect that continuation of the increased crop would shortly result in a surplus

To plant more tobacco and to build more sheds for its accommodation is to break the high price which must be maintained if the grower is to get a proper return for his money lying in the new sheds.

THE CONNECTICUT SITUATION.

In a most timely talk before a State agricultural board in New England Prof. E. H. Jenkins, director of the Connecticut experiment station, dealt very frankly with the tobacco situation in that State and Massachusetts. He explained why there is a slump in the demand for Connecticut wrapper and why the slump has every propect of continuing unless the growers do something to shape the situation. He predicted that the New England tobacco industry will go in one of three directions:

"Either it will produce a leaf of superior excellence for wrapping the best Cuban filler, or it will become a grower of binders, bringing much lower prices than we get at present, or it will more nearly meet the present requirements of the cigar trade and thus maintain itself against all comers."

Prof. Jenkins declared the preference for Sumatra or Florida-Georgia to be a perfectly natural one in view of the present standard of the New England crop. He gave his reasons:

"First then, as it leaves the dealers hands, it is not nearly as uniform in colors, shape or size as either Florida or Sumatra leaf. It is sorted before sweating and never afterward. Colors change unequally in the sweat. The leaf next to the sides of the case does not sweat in the same degree as that further in, so that cigar manufacturers often must resweat this outside leaf and this repetition adds to the cost. The tobacco is, to be sure, sized according to length but anyone who studies his crop carefully in the field knows that the width and shape and style of leaf vary a good deal, even when the length is the same, and comparison of the crops of different growers emphasizes these differences.

"With Sumatra and also with Florida leaf the case is quite different. These tobaccos are sorted after sweating, not before. The colors are fixed then and there is no resweating to be done. Here is a saving of labor and expense to the manufacturer.

"The Florida and, of course the Sumatra leaf, is very much smaller than our Northern grown wrappers and while each may be equally well sorted as to length, the inequalities as to width and general shape are very much less than ours. This evenness of shape greatly lessens the labor and skill needed in manufacture and so lessens cost of production."

The speaker then referred to the uniformity of Sumatra and Florida leaf on account of being raised under conditions which provide for the same, whereas oonditions are very different in New England. And in regard to the cost end of it:

"Two and a half pounds of Florida or Sumatra leaf will wrap 1,000 cigars. It takes from eight and one-half pounds upward of New England grown Havana or seed leaf to do the same. Therefore, Florida leaf at $2 is as cheap as New England leaf at 50 cents."

Prof. Jenkins concluded by offering remedial suggestions. He thought the growers might overcome the defects he had mentioned:

"First by careful selection and breeding of the seed toward uniformity of size and shape of leaf; second, by greater care in the use of fertilizers and, so far as possible, uniformity in our tobacco formulas; third, by improvement, if possible, in the sorting, sweating, and casing of the leaf on the part of the dealers; fourth, by the cooperation with the agricultural stations and the United States Department of Agriculture in the thorough testing of types of wrapper leaf different from those now used by us; fifth, we need to remember that tobacco growing is not to be exempt from the fierce competition which besets all modern business and that the successful man is the one who furnishes what the trade wants rather than what he knows the trade ought to want."

Very sensible advice is embodied in the last sentence, as there apparently exists among many of the New England growers an opinion that they can nominate the ruling price irrespective of the demand.

Philadelphia Tobacco Trade

The retail dealers have felt very kindly toward the world during the past week for business has been exceptionally good, in the central section at least, and probably elsewhere. Money has been spent freely and several dealers spoke of it as one of the best holiday seasons for some time. Cigars and expensive cigarettes have the ruling call, although some of the better class of pipes are being sold. Usually there is a little lull for a little while after the holidays, but some stores are hopeful that this will not occur this year.

There is not much doing in the vacation line for the manufacturer this year as the size of the orders in hand makes necessary a steady working of the forces. Of course a turn of the year inventory is necessary, but this is being done as expediently as possible, and the cigarmakers will be called upon to keep on with their best efforts. The keynote of the reports obtainable is "a splendid year as far as the volume of business is concerned," and whatever setback there is comes from the price of raw material. Every factory in town has been as busy as it cared to be for a long time and there is no sign of a let up. Should a break in leaf prices come while the present good demand continues, the manufacturers will be very much on easy street.

Morris D. Neumann & Co. have been running to capacity and have had especially large orders for their White Knight.

There is talk at the Theobald & Oppenheimer factory of starting another factory in operation—this one probably in this city. The goods have to be gotten out, and the firm evidently has to keep on enlarging to do it.

Gumpert Bros., say they are starting the new year with highly satisfactory propects. Comfortably situated in a building especially adapted to their needs the firm is being called on continally for large quantities of its cigars which are among the standard brands of the market.

I. D. Fox, a dealer at 534 Girard avenue, had a narrow escape one night last week when firemen were summoned to the store three times to subdue an incipient blaze. As it was, considerable damage was done.

Vetterlein Bros. have had a hard time getting all the cigarmakers they needed, and as there is no falling off in the orders, this difficulty will be likely to continue.

There is some talk again of attempting to resurrect the Philadelphia Retail Cigar and Tobacco Dealers' Association but so far it is all talk, and cannot be traced down to any serious source.

The Vicente Portuondo Company has closed up a very good year during which the firm has expanded in a number of directions and put out new and successful brands.

There is plenty of satisfaction being expressed in the leaf market although there is also more or less guessing as to what the year may bring. The only thing in the nature of a complaint is a wish on the part of the dealers that they had had more tobacco to dispose of. It is needless to mention all the names, but all along the line there is confidence that the books will show a very comfortable balance for the year.

It has been so hard to get cigarmakers that many manufacturers have made extra inducements in one form or another to attract the help they so sorely need. Although there is a cry of scarcity of apprentices, it must be remembered that a great many more workers are needed now than a few years ago, and as consumption is continually increasing the demand for cigarmakers will be increased in proportion.

George W. Weaver, of Weaver & Sons, manufacturers, at 6th and Race streets, is announced as a candidate for Councils from the 14th ward.

J. Frings' Sons start the new year under favorable auspices in their new building at 3132 Market street, about a block from the former address.

Phillipp J. Kolb & Co. have decided on the new location which they will shortly occupy, which is at 310 Race street, and which is more suitable for Mr. Kolb than the present store on Arch street below Third.

Deep regrets are expressed at the passing of one of Philadelphia's oldest and most widely known leaf houses—L. Bamberger & Co., who are going into liquidation, and will retire from business.

Dempsey & Koch, cigar manufacturers at 255 South Second street, will be dissolved. The present firm is constituted of Edward R. Dempsey and Alfred S. Koch, of whom the last named will act as liquidating partner.

A. Pareira, of A. Pareira & Co., leaf dealers at 154 N. Third street, is this week wearing a 7x9 smile, and is congratulating himself on his good luck in the leaf business. He is particularly elated over the fact that he was presented with a nineteen pound turkey for his New Year dinner, by the head of a well known Third street house whose liberality has been more pronounced this year than ever before. It is taken as an indication that the doner has had a more than prosperous year, and that he has adopted this means of showing his appreciation for the large patronage extended him.

This week has been a week at home for many of the boys from the road. H. E. Spannuth who travels for the old, sterling house of Lewis Bremer's Sons,

A Happy and Prosperous

New Year

To the Trade.

G. FALK & BRO.

171 Water St.

New York.

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

1903-4-5 Zimmer Spanish, 1905 Gebhardt, 1905 Dutch, 1905 Connecticut, etc.

Porto Rico Cigar Co.
Red Lion, Pa.
WHOLESALE CIGAR MANUFACTURERS
Major Paul
Lord Selkirk } 5c.
Arrow Point
Tom Lewis—2 for 5c.
Wholesale and Jobbing Trade Only

El Ono
Union Made
5-Cent Cigars
are as Good as Cigars Can be Made
Chas. A. Oberly, Maker
LEBANON, PA.

Wisdom on the Label
Wisdom in the Cigar

A 5c. Smoke that is so Good It is Bound to Repeat

Ohmit & Kraft
East Prospect
Pa.

Cigars of Quality Sell and Repeat.

Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

T. E. BROOKS & CO.
RED LION, PA.
MANUFACTURERS OF ALL GRADES OF
Pennsylvania Cigars
FOR THE WHOLESALE JOBBING TRADE
DISTRIBUTORS WANTED ON OUR SPECIAL BRANDS:
GOV. WRIGHT REGAL DUKE DON SEGNO GEN'L YORK
HAVANA SWEETS and MANUEL F. DOMINGUEZ
SAMPLES UPON REQUEST

IT'S A WONDER WORKER
Havana Tobacco Ferment
Neutralizing Solution for Producing a Natural Fermentation and Sweat in Domestic Tobaccos
Acme Extract and Chemical Works
E. G. ECKERT, Proprietor HANOVER, PA.

has indulged this week in pleasuring but is now ready to take up a more vigorous campaign than he has ever before undertaken.

A. Fowler, better known to his many friends, who extend from Coast to Coast, as "Jack" Fowler, is at his home in Philadelphia this week, a very well pleased man, because his record during 1906 has far surpassed all previous sales of the goods of the U. S. Tobacco Co., whose general representative he has been for some years. But these achievements seem to have spurred him to making the effort of his life for his house during 1907, and the way in which the various products of the U. S. T. Co., are received by the trade at large he has all the chances in the world of establishing a grand record in 1907.

FRED FRESE ADMITS SON

Fred Frese, a well known leaf tobacco importer and packer, at 172 Front street, New York, has admitted his son, J. Fred Frese, to an interest in his business, and the firm name has been changed to Fred Frese & Son, beginning with January 2, 1907.

SPECIAL NOTICE
(12½ cents per 8-point measured line.)

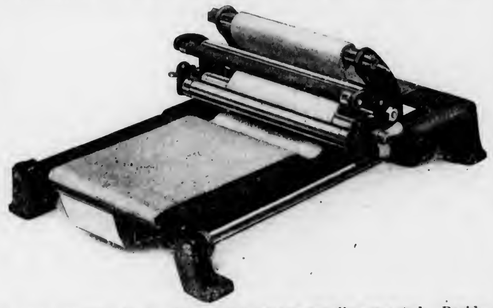
To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EDWIN L. KOPPELMAN CO.
7-6-1h 81 Pine St., New York.

FOR SALE.—Nice lot of 75 hogsheads; good heavy Kentucky broken leaves and scraps suitable for making smoking tobacco. Also, nice old, well sweated, well-sized cigar fillers and wrappers.
Buckner, Dunkerson & Co.,
7-11tf Louisville, Ky.

WE PURCHASE Cigar Molds—undesirable shapes—such as No. 16,261, No. 8,832, No. 8,569. Write us, stating what you have and the quantity. Winget Mfg. Co., York, Pa. 12-12tf

ESTABLISHED BROKER desires a good line of Medium Priced Goods. Good business for a good factory. Address J. S., Box 32, care of Tobacco World, Philada. 12-19tf

POSSIBLE TO MANUFACTURE CHEAP CIGARS AGAIN.



A new machine is on the market which claims a lot for itself and on present evidence will succeed. The Perfect Bunching Machine Co. is exploiting the article designated by the firm name, and while few things are perfect in this world, this machine seems, when new at least, to fulfill every requirement. As an added virtue, the parts are durable and should last as long as would be expected of any machine built of iron and steel.

As the cut shows, the machine is of simple construction, and the great merit claimed for it is the halving of cost expense which results from its use. Its inventor declares that he can teach a girl or any other raw hand inside of a week, to roll a bunch on it. In a short time the apprentice becomes expert enough to roll any shape, and according to the inventor, can do it in much less time than any other machine requires. So much for the saving on the labor.

The machine can make use of a very small binder, and from a practical demonstration, the manufacturer does not seem to be exaggerating when he says that the machine will gain the user twice as many binders from a leaf as are usually expected. Beside that it will roll a short filler of scrap, tacks, corn, hay, anything, in a style that makes up as clean looking a package as any retailer need desire to open.

It is frequently said that the present prices of leaf have doomed the $20 cigar to extinction. The company which makes this machine says that it can turn out such goods at a nice profit, on account of the money saved on every score. If the machine works as well as it does on exhibition, and there seems no reason why it should not, it ought to fulfill this promise.

The company is giving a demonstration of the machine, which sells for $25, at 132 South Sixth street. It claims, and is willing to show, that the machine will not twist a filler, will not tear a binder, will bunch scrap filler as well as long, will bunch book fillers, will bunch filler close or loose as desired, will roll a right or a left bunch, open or closed head, is simple, strong and durable and does not get out of order, is operated by hand and does not require an expert or journeyman to operate it, and saves labor and money. In short it is claimed that the machine has every virtue and no defect.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*
Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

YORK CIGAR FACTORY BURNED

Owner Was Recently Threatened by Firebugs.

York, Pa., Dec. 31.

There will be but a short cessation of active business in the cigar trade this year, during the holiday season, and by the middle of this week all factories will be in full operation.

Fire of a supposed incendiary origin last week did cons damage to the cigar factory of Samuel A. Slenker on Prospect street this city, which was built but a couple of years ago. Leaf tobacco to the extent of several thousand dollars was damaged either by fire or water. Mr. Slenker states that he believes it was set on fire and his belief is strengthened by the fact that several months ago he received an anonymous letter stating that his factory would be reduced to hes and his life taken before spring.

A peculiar feature connected with the fire is the fact that the coat containing the letter written to Mr. Slenker, was destroyed in the fire. It hung in the portion of the building destroyed by the flames. The property and goods are covered by insurance.

In the list of indictments to be presented to the Grand Jury is the case against N. S. Meads, cigar manufacturer, Red Lion, on the charge of using counterfeit union labels, on three counts; also the case against Charles E. Blochinger, of Red Lion, on a charge of larceny and receiving stolen goods.

The Merchandise Cigar Box Company, of Dallastown, has increased its capital stock, and taken over from E. E. Snyder of Yoe, the Keystone box factory of that town, which has been operated by Mr. Snyder, who will remain under the new management. The capacity of the plant will be increased.

I. A. Rost and Martin Neff, of Rost, Neff & Co., leaf tobacco dealers at Red Lion, have just recently returned from a trip to Connecticut, and report the purchase of considerable Connecticut wrappers suitable for the trade in that section.

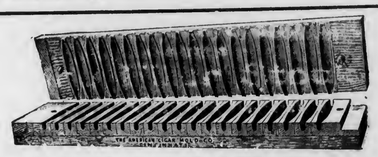
T. E. Brooks & Co., who recently acquired the Haines & Holtzinger factory at Red Lion, are expanding quite rapidly and taking on additional hands.

Michael Engle, a well known tobacco man and grower, recently purchased a another fine large farm adjoining his present property at Winterstown.

The Jacob Stump cigar factory at Red Lion, which was closed by order of the government, for alleged violations of the revenue laws, has been reopened in accordance with instructions from Collector Hershey.

Marcus Jaskulek Morris Jaskulek Robert Jaskulek
M. JASKULEK & SONS
Packers and Dealers in
Leaf Tobacco
814 and 816 East Third Street
DAYTON, OHIO

Joe Endress, Jr. A. C. Kercher
Pioneer Leaf Tobacco Co.
Germantown, Ohio
Packers of CIGAR LEAF TOBACCO



High Grade Cigar Molds
in any shape, at lowest prices.
CIGAR MANUFACTURERS' REVENUE BOOKS
25 cents each; postage prepaid, 30 cents.
The American Cigar Mold Co., Cincinnati, O.

W. H. SNYDER & CO.
Windsor, Pa.

Manufacturers of Popular Brands of
Fine and Medium Priced Cigars
Correspondence with Wholesale and Jobbing Trade only invited.
Particulars cheerfully given to responsible inquirers.

Our Leaders Include:
Honeysuckle, Rose Show,
Jumbo, Libby Dear,
Verelda, Charles Fay,
Carisima, Gov. Pattison,
Model American, and Others.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

J. F. REICHARD

Wholesale Dealer in

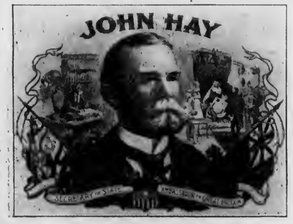
LEAF TOBACCO

of All Grades

Craley, Penna.

W. W. STEWART & SON

Reading, Pa.



Makers of the

JOHN HAY

LADY HELEN

10c.

JOHN HAY, Jr.

ELI PERKINS

5c.

High Grade Seed and Havana Cigars

Correspondence with Responsible Houses Solicited

L. J. SMITH & CO.

Wholesale Cigar Manufacturers

AND Dealers in Leaf Tobacco

RED LION, PA.

Manufacturers of

and PAN ANNA

5c. Cigars

TWO HAVANAS

Two for Five Cents

Private Brands made to order. Correspondence with Responsible Houses solicited.

SMITH BROS.

Brokers in Domestic and Imported LEAF TOBACCO

No. 17 Charter Street, Dayton, O.

Ohio Goods Our Specialty

CHRISTMAS MEDITATION OF THE CIGAR CLERK

(Concluded from page 11)

head ri' gra mind.' Then he says in the same sort of language that he's stopped in to buy us all a drink. He was goin' to get a drink himself to brace up and wanted everybody with him. 'Aint been bed y'shee', he finishes up.

"'Oh yes, that's so,' says the boss; 'I like to forgot that.'

"Well it wound up by the boss's lettin' me go out with the fellow, who promised to go to the hotel if somebody'd have just one drink with him. 'And don't you go get sloshed up with him, either,' says the boss to me. So we gets the drink and after a fierce time I gets him to bed. The ball sort of woke him up and he stopped one bank president-lookin' guy on the street and says he was selling his undershirt to get along and did he wish any today.'"

The clerk sighed and sipped. "These drunks is 'fierce,'" he commented. "I'm mighty glad I aint hit that way."

"Well, we'll have one more and then I've got to leave you,' said the customer.

"This one is with me," said the clerk. "I guess I can buy a drink on Christmas without catching cold. I'll tell you right now, though, the booze thing has been the ruination of an awful lot o' cigar clerks.

"A good many men come in the store when they're pretty well loaded and they all seem to be having a swell time. The clerk gets to running around pretty easy, and I don't have to tell you that a feller who gets eight or nine dollars to keep for his own every Saturday rain or shine and goes out and gets five or six drinks in him, feels for a while as if he was really worth eighty or ninety and could get it without any trouble as soon as he had time to go to work.

"That feelin' don't last long, but its easy to keep up the racket and soon you're always poor. If a man could buy a glass of beer and walk away with it, he'd be all right, but that aint the custom.

"I sing a little," said the clerk, clearing his throat. The customer looked rather alarmed, but the clerk reassured him and went on talking. "There are three clerks in other stores who can warble and some time ago they made me a proposition to make up a quartette and sing around at smokers or parties or any old place where there was lots of refreshments. They said it was great sport and once in a while we'd be able to pick up a piece of money. Well I sized the game up, and decided I'd rather be a camel than feel like them fellers do in the mornings. They wont be cigar clerks long and that's no lie."

The customer buttoned up his coat and the two sauntered out. On the corner, the clerk ventured to shake hands warmly and thank the customer for a pleasant morning. "I'll go up and show my teeth at the boss's now," he said, "and tonight I'm goin' up to Clara's and tell her how much she loves me."

Business Changes, Fires, Etc.

Idaho.

Bonner's Ferry.—L. M. Parker, cigars, confectionery, etc., chattel mortgage, $169.

Illinois.

Chicago.—William W. Foster, cigars, etc., sold out.

Indiana.

Bluffton.—J. B. Peffenberger, cigar manufacturer, sold out.

Fort Wayne.—B. San Felis, cigar manufacturer, sold out.

Indianapolis.—La Moora Cigar Co., manufacturers, chattel mortgage, $3,500

Richmond.—Cavanaugh & Emmons, cigars, succeeded by Emmons & Chenoweth.

Silver Lake.—J. L. Astaur, cigars and billiards, sold out.

Iowa.

Fairfield.—J. B. Buckley, cigar manufacturer, succeeded by James S. Kelly.

Mason City.—William Moore, cigar manufacturer, burned out.

Maine.

Rockland.—Titus & Eagan, cigar manufacturers, Arthur J. Titus, individually, chattel mortgage, $200.

Massachusetts.

Boston.—Charles Westergard, cigars chattel mortgage $300.

Michigan.

Bay City.—Mitt Bros., cigars and news, burned out; insurance partial.

Detroit.—Fred A. O'Dell, cigars, tobacco and billiards, bill of sale, $350.

Dowaigac.—Ackerman Bros., cigars, tobacco and billiards, succeeded by Wm. R. Ackerman.

Nebraska.

Omaha—Robertson Bros., wholesale and retail cigars, C. W. Robertson gave to Ed. L. Robertson bill of sale, $8,000 —half interest.

New Hampshire.

Manchester.—Carl L. Schmitz, cigars and tobacco, dead.

New York.

New York City.—S. Rocunck, cigars, fire damage.

J. B. MILLEYSACK

Manufacturer of

Fine Havana Hand-Made **CIGARS**

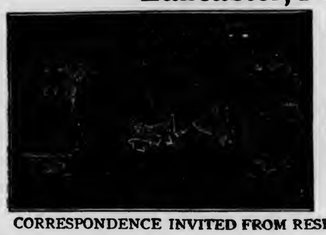
No. 821 Lake Street

LANCASTER, PA.

Correspondence with the Jobbing Trade solicited.

J. E. SHERTS & CO.

Lancaster, Pa.



Manufacturers of

High-Grade Seed & Havana **Cigars**

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

FLUCTUATIONS

of the tobacco market

DO NOT AFFECT

the quality of our

NANINE CIGARS

H. S. Hartman, Mfr., Lancaster, Pa.

The Gilt Edge Cigar Box Factory

J. FRANK BOWMAN

51 Market St.

Lancaster, Pa.

CIGAR BOXES
SHIPPING CASES
LABELS, EDGINGS, RIBBONS

Cigar Manufacturers' SUPPLIES

of All Kinds

Daily Capacity, Five Thousand Boxes

W. H. RAAB & SONS

MANUFACTURERS OF

LA CUBANA CIGAR FACTORY No. 463 ESTABLISHED 1871

High Grade Cigars.

75,000 PER DAY

DALLASTOWN, PA.

Geo. W. Conway

DALLASTOWN, PA.

Manufacturer of

Nickel & Medium Price

CIGARS

For Wholesale and Jobbing Trade

E. RENNINGER,

Established 1889.

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

Lithographers and Printers 322-326 E. 23RD ST. SAMPLES & PRICES FURNISHED UPON APPLICATION

IN STOCK AND TO ORDER **Krueger & Braun** NEW YORK CIGAR LABELS and BANDS

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE

Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.

A Card Will Bring More Information and Prices.

Chaskel Chemical Works

265 West Broadway, New York

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

and THREE CUBANS

MANUFACTURED BY

Central Cigar Company

LEWIS SMITH, Proprietor

Forbes and Marion Streets, **Pittsburg, Pa.**

Wholesale and Jobbing Trade solicited.

UNION MADE SOLD ON ITS MERITS

Factory 1895, First District Penna.

TOM BAINES

Nickel Goods.

Strictly a First Class Article—Equal to Any Union or Non-Union Cigar on the Market—Probably Better, You to Judge—and Prices No Higher than Others.

H. G. Burky, Maker, Reading, Pa.

UNION MADE BLUE LABEL USED

I Sell Cheap Goods

But cheap in one sense only—Price.
For years I have made a specialty of making Low Priced Brands that Smoke Like the Higher Priced Ones.

WRITE ME.

H. G. Barnhart, Spring Vale, Pa.

All Jobbers Who Handle Travellers Tips

Say it Always Moves Well

"A Good Five Cent Cigar"

Abbott Cigar Co.

ABBOTTSTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day

5c. Brand

Is Strictly Union Made

Ideal Cigar Co.

CENTENNIAL, PA.

There Must Be Something In It

Cigar manufacturers who would not consider HAVANARINE a few years ago are now using it; they must find it pays. Just think it over and ask yourself, "Why?" We will be glad to serve you.

Tobacco Improvement Co.
504 Ninth Street, N. W.,
Washington, D. C.

TOBACCO STEMS AND STALKS ARE VALUABLE—FINE IN THE CULTIVATION OF LAWNS.

After all the merchantable tobacco has been sold there is a large residue of of stalks, stems, broken leaf and dust that is valuable on the farm and garden. Tobacco stalks average about four feet in length and about an inch in thickness at the butt. An acre of tobacco stalks consists of the stalks after the leaves are stripped in the fall, and weighs approximately as much as the leaves; perhaps a ton, or something like that.

They are used to fertilize tobacco fields grass lands, and corn fields. Formerly they were spread broadcast over the field in the late fall or early spring, and were left out in the storms until ploughed in. As may be supposed, the harrow and cultivator caught on these big stalks and dragged many of them to the surface. The more recent and approved method is to cut them in half inch lengths and scatter them thus over the field. Thus cut and ploughed in they quickly decay and furnish excellent fertilising material for the growing crop, whether it is corn, tobacco, or some other crop.

The stalks are fine for grass lands and lawns, giving the grass a dark green color and luxuriant growth.

The method of applying them is to spread them on the lawn as early in the fall as the leaves have been stripped from them, which will be after they are cured and after a sufficient time of damp, rainy weather, to take them down from the poles and strip them.

Much diversity of method appears in spreading them; some men throw them out of the wagon as they drive along and leave them as they fall in litt bunches with spaces between, many them crossed over one another, soc men throw them out of the wagon a afterward arrange in perfect order, s by side in rows. The effect of a meth ical way is seen in an even dark gre growth of grass, while the "hit miss" way shows dark patches of gr where the stalks have lain, with yell ish, inferior grass in the places covered by stalks.

Anyone who has a lawn and wis to give it a food that will make it d green and luxuriant may do so spreading tobacco stalks on it in fall, letting them lie all winter raking them off when the grass st in the spring.

If stalks cannot be had tobacco ste can always be obtained in bales, they will prove beneficial to the la though perhaps not quite so much s the stalks. Tobacco on grass perfo a double office. It fertilizes the ro and at the same time, kills the w that eats them. In this respect tob is better for lawns than manure, manure will not kill the worms; breeds them instead. Lawns or g lands that have been covered with bacco stalks or stems through winter are comparatively free f worms.

Tobacco stalks are also used to spr on the land to plough them under crops other than tobacco. From apparent effect of tobacco in kil worms, it would seem as though it good material to plough into any infested with worms, whatever cro be grown. It fertilizes any crop gives delirium tremens or some o

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure to look over our Samples.

Samples cheerfully submitted upon request. **P. O. Box 96.**

J. K. LEAMAN,

Packer of and Dealer in

LEAF TOBACCO

138 North Market St.

United 'Phones *LANCASTER, PA.*

J. W. BRENNEMAN,

Packer and Dealer in

Leaf Tobacco

Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

DeFLORIDA TOBACCO CO., Inc.

See us before buying **Florida.**
Write us for **Cheap Binders.**
We always have a full line of **CONNECTICUT and OHIO.**

De Florida Tobacco Co.
CHAS. W. SALOMON, Treas.
128 Water Street and 81 Pine Street.
NEW YORK
WAREHOUSES:—Hadley, Mass.; Phillipsburg, Ohio.

W. R. COOPER & CO.
Packers of
Penna. Broad Leaf
Dealers in
All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

H. H. MILLER,

Light Connecticut Wrappers and Seconds

Fine Florida Sumatra

IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.

PACKERS and DEALERS IN **Leaf Tobaccos**

142 N. Market Street,
LANCASTER, PA.

The York Tobacco Co.

Packers and Jobbers in
All Grades of

LEAF TOBACCO

Office and Warehouse, 15 East Clark Avenue

Manufacturers of Cigar Scrap Tobacco **York, Pa.**

TRUMAN D. SHERTZER

Dealer in

Leaf Tobaccos

and Manufacturer of

Scrap Filler for Cigar Manufacturing

Warehouses: LANCASTER and RED LION, PA.

MAIN OFFICE: **Lancaster, Pa.**

N. D. ALEXANDER, Packer of and Dealer in **LEAF TOBACCO**

Jobber in Sumatra, Florida Sumatra and Havana

Lemon and Arch Sts. Lancaster, Pa.

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fatal malady to many kinds of worms and insects.

Nothing better can be used on rose beds than a mulch of tobacco stems through the winter. There is something in tobacco which supplies desirable food to garden plants, whether vegetable or flowers. All plants appear to be benefited by an application of tobacco, and they can take it in strong doses.

A good rule for a dilution of tobacco stems to apply to plants is to reduce them with enough water to make the color like weak tea. This will not injure, but will help the plants, and it will injure the worms. They don't like the stuff. If not killed by it they will leave its vicinity, and by extending the area of land drenched with tobacco water, the worms can be driven out or else killed on their way to escape.

Some say tobacco deepens the bloom of some plants. I will not affirm that, for I do not know it, but it will deepen the color of the foliage even as it deepens the color of grass and enriches it. One remedy for the cut worm of squashes is an applicaton of tobacco water, and there is little doubt if there was more of it used there would be fewer of these worms.

In the conservatory or window garden the fumes of burning tobacco will kill mites that can be reached in no other way. The method to pursue is to put a shovel full of hot coals on a bed of earth in a box and throw on them a double handful of tobacco stems and shut the door and windows. The smoke is very pungent, and finds its way into all nooks and crevices, and is a very beneficial sort of smoke to take for all women or men who keep conservatories, and there is no danger of the human being taking too much of it as there is a way of escape. Sulphur fumes will kill the mites as well as tobacco fumes, but they will also kill the plants, while they appear to relish a good, thorough smoking with tobacco and thrive on it.

Tobacco stems have also a use in the hen house. If the nests of layers are made up with tobacco stems in the bottom and hay on top they will aid in checking the growth of lice. Tobacco dust is also good to get in among the feathers of hens occasionally; not too often, but the stems may be used to advantage in the nests of layers and setters in plentiful quantities. They may also be used advantageously in the pigeon loft for the nesting birds.

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"MODJESKA"
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5c. Cigars

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They Please All Tastes
Always Uniform and Reliable

BEGINNING OF TOBACCO IN YORK COUNTY, PA.

Following is an interesting account of the development of the cigar industry in York County, Pennsylvania, written by Prof. George W. Prowell, a well known citizen and historian of York, who is eminently qualified to deal with the subject:

Tobacco, now one of York county's most valuable products, was at one time considered as unsuited to the soil in this section and it was not until comparatively recent years that large crops of it were grown. The first settlers of York county may have cultivated it to a limited extent, for home consumption, but as far as it can be authoritatively stated, the first tobacco grown in this county was introduced soon after 1800. It was of an inferior quality, familiarly known to the populace as the "shoe string tobacco," a hybrid of the Kentucky seed. It was raised principally along the low districts adjoining the Susquehanna river, on both the York and Lancaster county side, and on the islands in the stream. It was a heavy, black, gummy product, and narrow in the leaf, hence the origin of the nickname given to it.

The climate here did not seem to be suited to the growth of the pure Kentucky tobacco. The inferior tobacco after being cured, was sold at low figures ranging from $1 to $3 per hundred pounds. The cigars manufactured from it by unskilled workmen, were of the crudest form, and were commonly called "tobies." They were sold at an average price of $1.25 per thousand, and retailed for four for one cent. No revenue tax was paid on them. Persons who indulged in "the weed," were usually accommodated with one of the fragrant "tobies" free of charge at many of the taverns after partaking of a meal and paying for the same. It is amusing to hear old citizens relate how rudely constructed those cigars were. They contained a vast amount of nicotine, the stimulating element in tobacco, and were doubtless very injurious to the smoker.

Previous to the year 1837, Pennsylvania was not known as a tobacco growing State. The early census reports scarcely recognized tobacco as one of the agricultural products of the State. It was the year above mentioned that Benjamin Thomas, father of the late John F. Thomas of York, who was then an enterprising farmer and tobacconist of Windsor township,

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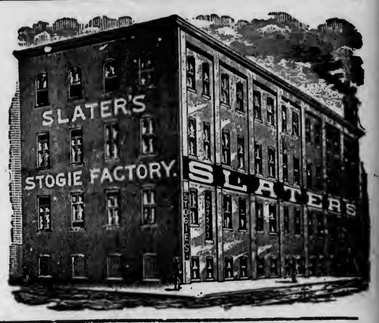

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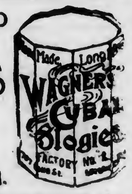

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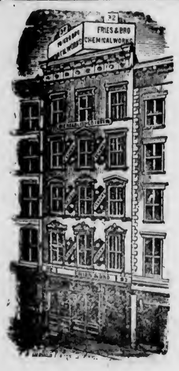

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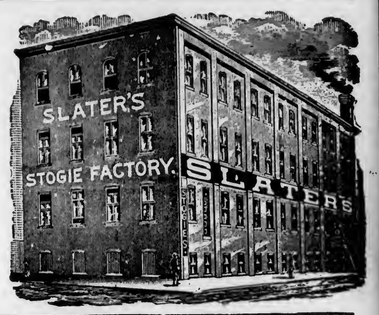

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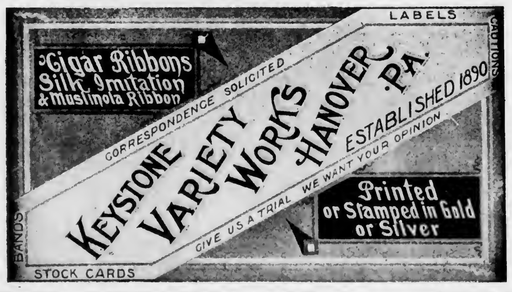

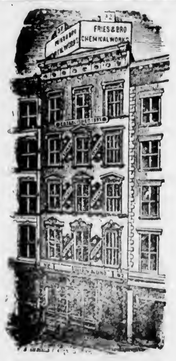

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MIXTURE

THE AMERICAN TOBACCO CO. NEW YORK.

INTENTIONAL SECOND EXPOSURE

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E. A. CALVES & CO. HAVANA
IMPORTERS OF
123 N. THIRD ST.
PHILADELPHIA

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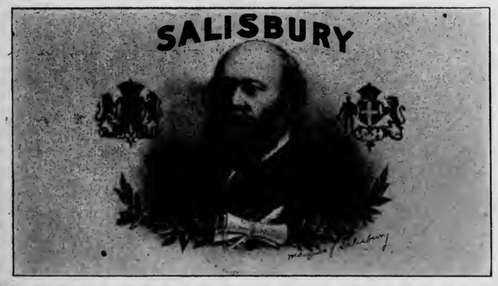
Ten-Cent Brands:
Duke of Westminster
Admiral Gherardi
Gen. Warren
La Responder Marcana
La Cantidad
Cigar Manufacturers
York, Pa.

Michael Hose A. F. Brillhart
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

La Imperial Cigar Factory
Holtz and York, Pa.
J. F. SECHRIST
Proprietor

SALISBURY—5 Cents



UNCLE JOSS—5 Cents

Manufacturer of
FINE CIGARS
Capacity, 25,000 per day
Telegraph—YORK, PA.
YORK NICK—5 Cents
BOSTON BEAUTIES PURO
Correspondence with Wholesale and Jobbing Trade Invited.

A. D. KILLHEFFER, MILLERSVILLE, PA.

Maker of High Grade Cigars.
No Salesmen. Communicate with Factory.

E. ROSENWALD & BRO.

THE TOBACCO WORLD

Established in 1881.
Vol. XXVII., No. 2.

PHILADELPHIA and NEW YORK, JAN. 9, 1907.

One Dollar per Annum.
Payable in Advance.

PHILIPP J. KOLB & CO.
IMPORTERS & PACKERS OF
LEAF TOBACCO
No. 310 Race Street
PHILADELPHIA

•CENTRAL UNION•
No other brand of Tobacco has grown so quickly in public favor.
Reasons:
Quality, Price,
Union Label,
Friendly Dealers' Aid,
and
Tobacco Trust's Hostility.

United States Tobacco Co.,
Richmond, Va.

SUMATRA TOBACCO
The Kind that Wraps Economically
H. DUYS & CO.
No. 170 Water Street, New York
The Leading Exclusive Sumatra House
Amsterdam House:—De Amsterdamsche Tabakshandelmaatschappij.

Growers and Packers of
FLORIDA TOBACCOS
Write for Samples
SCHROEDER & ARGUIMBAU
178 Water Street, New York

THE 5c. CIGAR that you'll say is "All to the Front."

El Draco Cigar Mfg. Co. Philada.

Clean as the Food You Eat
Vesper CIGAR 5¢

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
(NICKELBY, 5c.)

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co
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Sumner Greene — E. T. Colgan
SUMNER GREENE & CO.
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GUMPERT BRO'S. Manufacturers
114 N. 7th St. Philadelphia

Factory 1839, First District Penna.

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YOU CAN BUY
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HAVANA SHORTS
AT
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If You Want to be in HAVANA Smoke CAMELA 5c. CIGARS
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Sinking Spring, Pa.

Parmenter Wax-Lined Coupon Cigar Pockets
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Racine Paper Goods Co., Racine, Wis., U.S.A.
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The woods tested were Michigan white pine, New England white pine, loblolly pine, western spruce, western hemlock, cottonwood and red gum.

The lumber for the boxes used in the tests was of average box quality, and contained only sound live knots.

Most of it was kiln-dried, and at the time of test contained about 14 per cent of moisture. The nails were cement-coated wire box nails. No steel bands or other strengthening elements were used. Three sizes of boxes were made, designated as small, medium, and large. The small boxes were identical with those commonly used for small articles up 100 to pounds.

The method of tests consisted in applying a load along the diagonal of a box, an action similar to that which occurs when a box is dropped on one of its corners. The load was measured at each one-fourth inch increase in deflection, and notes were made of the primary and subsequent failures. This test, it is believd, is the best measure of the strength of a box. Under service conditions, however, the contents of a box are often packed under pressure, and thus there is a force acting outward. The test described does not produce this condition. First failure meant, in the case of the large box, a sliding on each other of the side boards, followed by a bending of the battens, and sliding of the end boards. Final failure was accompanied by a splitting of the end boards, along the inside edge of the top or bottom battens. Between the first and final failures there occurred a pulling of the nails of the side boards either from the bottom or from the end boards, and at times a splitting of the end boards or of the battens.

In medium sized boxes, as in the larger size, first failure was accompanied by a sliding of the side boards and a pulling of the nails. Final failure, however, was usually due to a splitting of a side through excessive skew of the panel. In boxes of this size the amount of skew for a given load is greater than in those of the other sizes.

In the small boxes the sides and ends usually consisted of but one board, and the strength of the box depended upon the shearing strength of the wood in both sides and ends. Failure, therefore, was accompanied by a splitting of either the side or end board.

New England white pine is the standard by which the others are judged. It shows that of the woods tested cottonwood was the strongest for medium and large boxes, and red gum for boxes of small size. For all sizes cottonwood and red gum occupied the first two positions in regard to strength. The weakest wood differed for each kind of box. For the large size it was western spruce for the medium size Michigan white pine, and for the small size North Carolina closely approached it in this respect.

The possibility of saving lumber by substituting thin end boards for end boards of standard thickness was investigated. The standard sizes cannot be reduced without reducing the strength of the box.

In the case of small boxes of New England pine, the strength of the lock cornered boxes exceeded that of the dovetailed poxes and the latter that of the nailed boxes.

In addition to the tests of boxes under a load applied along the diagonal, the other boxes were tested under a lead applied along the entire length of the edge of the box, and these tests confirm the results of the tests described above.

In all, 171 boxes were made up and tested.

A further conclusion to be drawn from the tests is that the majority of nails at the end of the side, top, and bottom boards should be driven into the end boards rather than into the battens.

TEXAS TOBACCO GROWING CO.

Newly Formed, Its Purpose to Grow Shade Tobacco

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Fifteen acres of land of the Redfield farm will be planted under shade and wrapper tobacco will be grown under the supervision of the Government experts. The fact has been demonstrated that a cigar filler tobacco of a very superior quality can be grown here and at a very good profit to the farmers. This tobacco has been grown here for the past three years, and at 15 cents per pound has proven to be a very valuable money crop. The growing of wrapper tobacco has been experimented with on a small scale and has proven very successful. There is now a market here for all the shade grown tobacco at 40 cents per pound, and as the wrapper tobacco yields from 1,000 to 1,400 pounds to the acre it can be readily seen that there is a good thing in it for the man who plants wrapper tobacco.

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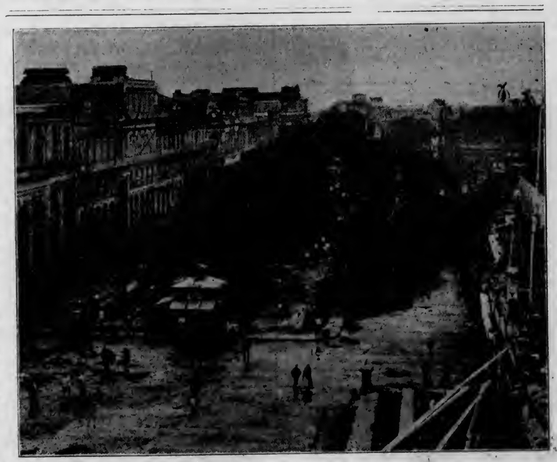

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E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia

FOUNDED 1855
John T. Dohan — SELECTED D&T VUELTA ABAJO — Wm. H. Dohan
FLOR de D&T
DOHAN & TAITT
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

K. STRAUS — A. LOEB
K. STRAUS & CO.
IMPORTERS OF
PACKERS OF LEAF TOBACCO — HAVANA
301 & 303 North 3rd St.
PHILADELPHIA.

Established 1825
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
AND PACKERS OF
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

Benj. Labe — Jacob Labe — Sidney Labe
BENJ. LABE & SONS
IMPORTERS OF
Sumatra and Havana
Packers and Dealers in Leaf Tobacco
228 North Third St., Philadelphia

Julius Hirschberg & Bro.
Importers of Havana and Sumatra and Packers of Seed Leaf
Tobacco
125 North Third St., Philada.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
and
Packers of Leaf Tobacco
306 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA TOBACCO
111 Arch Street, Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N. Y.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

H. Golinsky & Son
Importers & Packers of
HAVANA AND SUMATRA SEED LEAF TOBACCO
147 N. Third St, Philadelphia, Pa.

L. KRUPPENBACH & BRO.
424 N. ELEVENTH ST.

The Empire Leaf Tobacco Co., Ltd.
Importers and Dealers in
ALL KINDS OF
SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St., Phila.

J. S. BATROFF
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

...IMPORTANT NOTICE...

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. The Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the Presidency of the Rebublic: dark blue.

The Old Salesman's Musings.

SMOKERS ALL OVER THE WORLD.

I came across some very interesting facts the other day about smoking and smokers. It's a world habit, all right, and there are a great many ways in which the habit is expressed.

The cigar, cigarette or small pipe, which are most affected by the American or Englishman, represent but a small percentage of the devices and inventions that have been framed up to aid in the enjoyment of the plant.

Have you ever sat back from a hearty dinner, and as you leisurely tipped your good cigar with a lighted match, wondered how many other persons were smoking at the same time. It would be interesting to know just how many smokes are lighted every minute in the world.

For one thing, you might almost say that the United States is nothing but a mere child as yet in the use of tobacco, and, as I said, you don't see much of anything in the tobacco line except a cigar, cigarette, pipe or a chew. The pipe is usually the simplest and plainest article that will accomplish the purpose, for it has apparently never occurred to the Americans to adopt or invent any of the elaborate articles popular in Oriental countries.

Not only that, but while our men are considered great smokers, according to these statistical facts I ran across, they are not a touch to those of many other countries who seem to spend most of their waking moments in consumption of the narcotic plant. In fact the curious customs of the peoples of the earth are shown about as strongly, I guess, in the use of tobacco as in anything else.

One writer observes that if a man were to start around the world just to note the various forms and uses of tobacco, he would find that there are no authentic Egyptian cigarettes in Egypt which a self-respecting clubman would smoke, unless he himself had carried them thither, any more than there is good coffee in Turkey fine figs in Smyrna, or soap in Castile.

In Persia cigarettes have supplanted in popular favor the narghile and the kalian. And among the American red men, who started the western vogue of "sublime tobacco", the famous peace pipe now means nothing more romantic than a smoke, since the braves have exchanged their tomahawks for hoes, and have replaced their ancestral beverages of corn and water for mint juleps and whisky sour.

In many a land beside that of the Arabian Nights smoking is regarded as a ladylike habit. In the Philippines the mistress of the house lays in a stock of tobacco as a household necessity. It is no uncommon thing in Manila to see whole families out walking together, puffing away sociably at cheroots. In Mexico everybody smokes at all times and everywhere, and the cigarette forms a part of the senorita's military equipment in the war of love. Chinese women "eat tobacco", as they say, using small bronze pipes, and a native grown weed that is mild, almost flavorless, and light in color. The Japanese woman is dainty in her smoking. She uses the tiniest of pipes, the "kisserus," which will hold only one small pill of tobacco, so that there is but a single puff in each pipeful.

In South America smoking is general for both sexes. In Siam the children smoke, and Burmese babies are taught to smoke as they are taught to eat, the Burmese mother taking from her mouth the green cheroot—which, by the way, is ten inches long and one inch in diameter at its thicker end, being made of the husk of the maize plant, and filled with finely chopped leaf—and putting it, every now and then to the lips of her nursing babe, letting the child puff away at as long as he wants to.

An Eskimo matron could outsmoke her husband, if she were allowed to do so and was not restricted by the scarcity of tobacco, the supply of which is brought by the whalers and must be eked out by willow twigs chopped fine and mixed together in a proportion of two parts of tobacco and one of wood. For the same prudential reason the Eskimo's pipe is small, containing but a

(Concluded on page 7.)

A Good Pair to Go On . . .

Two of Our Popular Five Cent Brands.
Our Goods are Made of Best Selections,
Made Carefully, and Made to Duplicate.

Wolf, Neff & Co.
RED LION, PA.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We Make SCRAP Filler, Ready for Use
York, Pa.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

A CHICAGO retailer who had stopped back of his counter and waited for the busy season longer than he cared to, resolved to adopt different methods to win trade. He got a clerk who was capable of running the store in his absence and he himself, with three or four of his best brands, started the rounds of offices in the building. He began at the top floor and called on every prospective purchaser.

When he could not make a sale of a box he left a sample cigar, together with a blotter with his business card thereon. It took the cigar man nearly all day to complete his calls, and the results were not at all gratifying. A single box sold was his day's work. However, he secured a list of smokers in the skyscraper and ascertained their preferences—whether Havanas, Porto Ricans, domestics, Mexicans, light or dark. This information, in itself was a valuable asset in the business.

Next day the cigar dealer made another round of the offices in the same skyscraper and pushed the sale of a leader, a 10 cent straight cigar for 6 cents. He sold five boxes. Slowly he studied the taste and preferences of the smokers in that single skyscraper. His energy and persistency were finally rewarded with a good, steady trade. Many of the business men in the skyscraper told their friends of the cigar dealer who was willing to go out of his way to supply their requirements, and thus customers on the outside were added.

All this time, while the proprietor was building up the trade, his helper was acquiring a general knowledge of the cigar trade back of the counter. The assistant was promoted as a canvasser, and gradually the proprietor introduced him to the office trade and imparted to him the valuable information as to the individual preferences of the smokers.

As soon as the proprietor was confident that his assistant could handle the trade in a satisfactory manner he began canvassing the skyscraper across the way. Here he had to be careful, for he was trespassing on the preserves of the proprietor of the cigar stand in the building. But a personal letter to each occupant, and an enclosed postal for an answer brought many requests for him to call and gave him authority which even the janitor of the building, who got his cigars free of the building's stand could, not dispute.

The cigar man adopted the same methods in the outside building and met with equal success. Other buildings were added, and other canvassers were engaged to look after the trade as fast as it was developed. At the end of the year the cigar man had established a profitable trade.

• • •

A SPLENDID MEERSCHAUM.

PIPE LOVERS have lately been able to see one of the largest and most elaborately carved pipes ever on exhibition, in the windows of Ehrlich & Kopf, Boston. The pipe is 34 inches long and it has 31 figures cut in the round with others in bas-relief in the base.

The carving represents the battle of Bunker Hill and the fall of Warren, copied from the famous painting by Doolittle.

The most wonderful part of the entire carving is the expression on the faces of the officers and men, which while minute are full of expression. The face of Gen. Warren is particularly true to the painting. In addition to the figures there appear the colors of the colonists and the British troops.

The pipe and the entire group of figures are cut from one piece of meerschaum, which in itself is a great rarity. The pipe weighs about two pounds, the stem is of amber, which is also a fine sample of artistic workmanship. The shadings of the amber are beautifully arranged and from the center rises an American eagle with wings spread.

The pipe was carved by Gustave Fischer, who worked upon it for four years. Mr. Fischer has carved pipes for 45 years and has the reputation of being the most expert meerschaum carver living.

• • •

TO MANUFACTURE YOUR OWN BRANDS.

HERE is some advice offered the retailer who desires to control his own brands, by a cigarmaker who is now manufacturing for his own trade. He says:

Two classes of beginners have the best chances for success in the manufacturing of cigars. First is the man whose acquaintance among jobbers, retailers, and general handlers of cigars is so extensive and favorable that the mere fact that he goes into business opens up a certain amount of valuable trade to him. This positively is the best basis upon which a start can be made. In the minor routes of this line a personal reputation counts for much.

Leaf tobacco can be turned quickly into cigars at a good profit, and with a trade waiting for his goods the new manufactuurer needs simply to deliver them in order to be on the highway to prosperity. If he does not "deliver the goods" and keep his cigars up to his reputation his trade will leave him just a little quicker than in most other other lines. The man who puts the cigar into his mouth is, after all, the man who determines a maker's prosperity.

One disadvantage there unquestionably is in this personal trade. A certain type of friendly customer often is disposed to carry his friendship a point too far, and neglect the prompt payment of his bills. A large amount of such trade has forced many a lenient maker out of business.

The other man who starts under favorable conditions is the man with plenty of capital. There is no line in which the exploiting of one's product is so absolutely necessary to large success as in this. Advertising makes cigars famous, and the famous cigar is the big seller, for a while at least. And advertising costs money, a pile of money.

As a consequence, the man without money cannot hope to put his brand up among the best sellers. He must content himself with the comparatively small trade that his efforts and goods work up. The man with capital does not. He can make the name of his cigars a byword in the mouths of the public, and if he can do this, usually he can put his cigar there, too. While many clever and expensive advertising campaigns have failed to popularize a particular brand of cigar, it is also true that no brand ever has achieved a great popularity without a generous amount of money being devoted to its publicity.

In advertising a cigar the selection of a name, catchy, impresssive, and easily remembered is the first consideration. The cheaper the brand the more imperative a shrewd selection of name is necessary. It is not infrequent for a manufacturer to buy a name and make his cigar to fit it This does not mean that his cigar will be a poor one. On the contrary, the better the name, the better the advertising, the better the cigar—for it takes a combination of all three of these to make a ten strike in the cigar trade.

• • •

ONE CIGAR A DAY.

A CINCINNATI cigar dealer arranged a window lately which attracted more than the usual amount of attention and is said to have brought considerable extra business to the store. A prominently displayed card reads:

"So your doctor allows you only one cigar a day? Try one of these. They will satisfy you." It was placed above a box of Jumbo sized Duke George cigars which are being offered by two or three of the local cigar dealers as a novelty specimen of the cigarmakers' skill. The cigars measure almost a foot in length, and judging from their appearance, one a day would more than suffice the average smoker if, indeed, he could get away with a whole one. Any smoker under the doctor's care who has had his rations cut down might try the suggestion and indulge in a single Jumbo Duke George each day for a week or two.

• • •

FILL PIPES WITH STOPPER ATTACHMENT.

THE operation of filling a pipe with tobacco is usually accomplished with a great deal of care and precision—a sort of anticipation of the smoke that is to follow. To make the smoke even more enjoyable—if that is possible—a Western man has devised a neat stopper attachment for tobacco bags and sacks. This attachment consists of a thimble which fits over the open end of the sack, the latter being gathered together in the usual way. At the end of the attachment is a spherical stopper, to which is attached an elastic band, the latter passing through and secured to the inside of the stopper. An arrangement is provided whereby the stopper can be used with any ordinary tobacco bag. In use the spherical stopper is pushed back by the finger, and after the pipe is filled the raising of the finger releases the stopper and permits it to again close the opening.

• • •

ADVERTISING MATTER

HERE is some more of the matter, which is offered from time to time on this page, suitable for any retail dealer to issue to his customers in the form of an advertising card:

Lindsay B. Hicks, the California miner who was entombed for fifteen days before his rescuers reached him, is certainly an advocate of the "filthy weed."

"Tobacco saved my life," he says. "It is the greatest foodstuff on earth, and but for it I would be a cold corpse right now".

The chances are that Miner Hicks, jailed for a fortnight in the narrowest and darkest of subterranean cells from which a man ever came forth alive, would have died maniac or a victim of nervous shock and exhaustion but for his tobacco Pluck saved him, and his plug and the few grains scraped from an empty sack were the nerve food that enabled him to keep his courage.

An old Indian fighter who had followed the hardest trails of Crook, Miles and Custer once said that the American regular cavalry man can march three days without water and five without food, provided the supply of tobacco is ample. "But" he added significantly," even with half rations of food and a scant supply of water, after tobacco had given out for two days, I rode constantly at the rear of my troop." His meaning was that men's endurance of the desert lessened, their nerves were unstrung and a chance stumpble or careless word would bring about one of those ugly conflicts among comrades which only the prompt action of an officer could check in time.

Assailants of tobacco, of course, can find in the facts as strong an argument as can the devotees of the weed. Men who never become accustomed to its use may never need its sustaining qualities. We know of no fair test that has ever been made of the comparative endurance of smokers and non-smokers. But the testimony of Miner Hicks, at least, will console the man whose briar is his fireside pet, and to whom "a woman is only a woman, but a good cigar is a smoke."

• • •

CATCHY SIGNS.

GOLDSMITH BROS., retailers in Cincinnati are usually exploiting some catchy idea. Last week they were exhibiting two large sign boards of cigar shape on either side of the store, one bearing the inscription, "A Box of Cigars, Ladies, Makes 'the' 'Present;'" and on the other, "Send a Box of Cigars to Your Absent Friend." Both are lines of talk that are pretty sure to catch the eye of the passer-by, and any idea appealing to the ladies around the holiday season is especially valuable as an advertising feature.

Gieske & Niemann, Packers & Dealers in Leaf Tobacco
No. 204 South Charles Street
Baltimore, Md.

THE OLD SALESMAN'S MUSINGS

(Concluded from page 5.)

it is the fashion in Santa Claus' land to inhale the smoke deeply and to expel it from the mouth and nostrils whiff or two; and to make up for this slowly. Also, because of the preciousness of the weed, men, women, and children chew tobacco and swallow it when they desire a delicacy more highly spiced than blubber.

In Italy and Spain the smoking of cigarettes is a common practice among women. And in Russian railways there is always one compartment on every train reserved "for ladies who do not smoke", which in itself offers an explanation of the character of that indignation which agitated the Russian court awhile ago when the Czarina published an edict forbidding smoking among her ladies in waiting.

THE OLD SALESMAN.

$2,000,000 TO MARYLAND FARMERS

Statistics of the Crop for 1906 in That State.

Baltimore, Md., Jan. 3.

Gieske & Niemann, an authoritative firm of this city, has compiled the following statistics of the tobacco crop in this section for the last year.

Receipts for the year of Maryland and lower county, about 29,000 hogsheads; Maryland and upper county, about 1,500 hogsheads; Eastern Ohio tobacco, about 6,500 hogsheads; total receipts at Baltimore market 37,000 hogsheads, which represent a value to the farmer of about $2,000,000

The 1905 crop of Maryland tobacco from the lower counties which was marketed this year was about 3,000 hogsheads less than last year, still all found ready buyers, leaving practically none unsold by the first of the year.

By far the largest buyer of this tobacco is the French government, which this year has bought through contract about 14,000 hogsheads. Next in importance are the buyers for Holland and Germany, who took 10,000 hogsheads, approximately. Other European countries bought about 1,000 hogsheads, and domestic manufacturers and dealers about 4,000 hogsheads. Total 29,000 hogsheads.

Prices for Maryland crop tobacco ranged from 4 cents to 12 cents, with an occasional hogshead above and below these prices, and the general average was close to 7.50 cents per pound which compares with an average last year of about 6.50 cents. The advance in price was rather more than one cent, because the quality was poorer this year.

The new 1906 crop of ground-leaves is now being marketed, and many of these also find their way to domestic manufacturers. The new leaves are decidedly darker than last year, and, unfortunately, many show signs of stem rot. Prices for ground-leaves range from three to nine cents.

The feature of the year was the decided increase of this tobacco taken for home consumption, in all about 4,000 hogsheads. These were mostly used for cheap cigar fillers and the better grade for cigar binders. This demand was caused by the extremely high prices ruling for all kinds of seedleaf tobacco, and manufacturers of cheap cigars were compelled to use some cheaper substitiute. The continued demand from this source is good evidence that certain grades of Maryland tobacco have given general satisfaction, and unless prices for seedleaf decline considerably we look for this country to use even more Maryland next year.

The so-called Farmers' Alliance early in the year fixed the minimum prices at which the French grades of A, B and C should be sold for, viz, 11, 8 and 6 cents, respectively, but these grades were bought at about 9,8, and 6½ cents, and later at 10, 8½ and 7 cents. The advance was due principally to the demand for home consumption.

$200,000 FOR EXPERIMENTAL WORK

That Sum Will Probably be Appropriated for Bureau of Soils

Washington, D. C., Jan. 4.

It is hoped that $200,000 will be appropriated for the work on soil investgations by the Bureau of Soils, which sum will probably be available after the first half of the year.

The estimates of the Secretary of the Treasury recently submitted to Congress call for this amount to be expended among other things, "to map the tobacco soils of the United States; to investigate the soils and conditions of tobacco growth in Cuba, Sumatra and other tobacco competing countries; to investigate the methods of curing, with particular reference to fermentation, and to investigate, with the view of improving the conditions relating to the supply and sale of domestic tobacco to any foreign country or countries where the business of buying and selling tobacco is conducted by the Government."

To carry on these investigations the following assistants are asked: One tobacco expert on duty in Washington, $3,000 per annum; for duty out of Washington, one tobacco expert, $2,500; one tobacco expert, $2,000; two tobacco experts, at $1,800 each; one tobacco expert at $1,600; three tobacco experts at $1,400 each; one tobacco expert at $1,200 and two tobacco experts at $1,000 each.

CHANGE IN PASSAIC FIRM.

The firm of Diamond & Friedman, manufacturers of cigars, at 31 Monroe street, Passaic, N. J., has dissolved and the entire business including all brands and trade marks has been taken over by Mr. Diamond. The new home of the Diamond Dip cigar will be equipped with the very latest improvements, so as to give the best opportunities to produce cigars of the highest standard.

—The Falk Tobacco Co., of Richmond, Va., has secured a site on which the company will erect a four story brick building as a necessary addition to the present facilities.

Established 1895 Telephone Connection
T. L. ADAIR
Manufacturer of
Fine Cigars
Red Lion, Pa.
Special Lines for the Jobbing Trade

SIGNS!
Designers, Printers, and Lithographers of
CLOTH, ROPE FIBER and CARDBOARD SIGNS, AND PAPER POSTERS.
In Weatherproof Colors
We have Something New In FOLDED EDGE SIGNS.
UNION LABEL on Work When Desired
We Furnish QUALITY AND SERVICE
Write for Prices and Samples
THE MASSILLON SIGN & POSTER CO.
MASSILLON, OHIO.

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

John U. Fehr Established 1883 Geo. N. Fehr

J. U. Fehr & Son

Importers and Packers of

Leaf Tobacco

700 Franklin St., 101 to 107 S. 7th St.,

READING, PA.

LOUIS BYTHINER J. PRINCE

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia

Long Distance Telephone, Market 3025.

S. Weinberg

120 North Third Street

PHILADELPHIA

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

Tobacco

The Cheapest, Strongest and Best

Tobacco Case

Ma Gee Improved

THE Only Up-to-Date Case; used by the largest packers; saves you one-half cost and labor previously used with the hundred year old common case.

G. H. Rumrill, of Janesville, Wis., sampled 322 cases in nine hours, with the help of three men.

☞For particulars and prices, address

JOHN F. HEILAND & CO.

48 East Chestnut St., Lancaster, Pa.

Sole Agents for Ma Gee Bros. Tobacco Case.

H. VELENCHIK S. VELENCHIK

VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

HENRY RINDSKOPF

Packer and Importer of

Sumatra, Havana and Domestic **LEAF TOBACCO**

N. E. Cor. Fifth and Washington Sts.

Reading, Pa.

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630-636 N. Prince St.

Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of **Sumatra and Havana**

Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

No. 240 Arch Street, Philadelphia, Pa.

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.

Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

HAVANA MARKET STILL DULL AND TRANSACTIONS SMALL.

Outlook for the New Crop Not Very Good, Although Needed Rain May Make Situation Much Better. What the Condition is in the Various Sections.

(Special Correspondence of The Tobacco World.)

Havana, Cuba, December 24, 1906.

Although this is the last day of the year I am still unable to give readers of The Tobacco World the necessary statistics as regards receipts during the year, amount of sales and stocks on hand, but I hope in my next report to furnish the necessary data for this purpose.

While a few more bales have changed hands during the past week, the market has still been dull and transactions limited. The outlook for the coming crop is not improved, and unless during the next two or three weeks one or two copious showers fall all over the island, the chances for the 1907 crop must be termed very unsatisfactory.

The nicotine plant is somewhat deceptive and may do without moisture from above for quite a while, and is liable to sprout up in a surprising fashion if the rains are finally forthcoming, therefore it is best at the moment not to draw any too pessimistic conclusions and await what the next two weeks will bring forth.

It would indeed be a calamity if the 1907 crop should prove deficient in quantity, as well as in quality, at least as far as the clear Havana cigar manufacturers are concerned, because absence of rain is apt to make the plants too heavy in quality, which is just the opposite of what the clear Havana manufacturer demands.

Irrrigation in the partido section will rectify what nature has failed to bestow, but only a small proportion of the large planters had the foresight and necessary capital to instal an efficient irrigation plant, while the majority of the small farmers are still entirely dependent upon Jupiter Pluvius.

The Vuelta Abajo district is even worse off than the partido section, as owing to the absence of the necessary streams no irrigation plants have been able to be constructed, excepting possibly in one or two instances. The Santa Clara province having a different kind of soil is more able to stand the prolonged drought and therefore the outlook is not quite as disheartening. While last year we had too much rain so far the complaint is of too little, one fault being as bad as the other.

Our dealers who are still holding stocks are loth to part with them, and are exceedingly firm in their pretensions.

Sales.

during the past week sum up a total of 1,629 bales, divided into 797 bales of Vuelta Abajo, 300 of Partido and 532 bales of Remedios.

Of this quantity 487 bales were purchased for the American market, 845 were taken by the local cigar and cigarette manufacturers, and 297 bales were exported to Europe (Spain).

Buyers Come and Go.

Arrivals: P. San Martin, of P. San Martin & Co., Francisco Diaz, of V. Guerra, Diaz & Co., and John N. Kolb, of The Theobald & Oppenheimer Co., Tampa, and H. K. Cold, of P. Pohalski & Co., Key West.

Departures: John N. Kolb, for Tampa; Max Stern and S. Ruppin, for New York. and H. K. Cold for Key West.

Havana Cigar Manufacturers

have still a good amount of orders on hand although during the past week many of the cigarmakers were celebrating the Christmas holidays, and for this reason the output was perhaps not quite so heavy.

H. Upmann & Co., shipped 580,000 cigars during the past week of their own and other independent manufacturers' brands. Undoubtedly this firm is in the best position of all our manufacturers as it has the largest stock of old leaf on hand, and is therefore able to execute all incoming orders without having to count upon the 1907 crop.

Partagas is as busy as ever, and there is no falling off in the amount of orders which are coming in, therefore Cifuentes, Fernandez & Co., are working as actively as they did before the holidays.

Por Larranga is likewise busy, with plentiful orders on hand.

Sol has been doing an exceedingly large business with the city and the rest of the island, therefore disposing of all its dark colored wrappers, and thus being able to supply the United States with the light colored ones for which they are clamoring.

Ramon Allones and Cruz Roja is noting no diminution in its business and Rabell, Costa, Vales & Co, have been well satisfied with the close of the year 1906.

Eden works too steadily to note any change in the seasons, therefore Calixto Lopez & Co,, have all the orders on hand that they can possibly take care of.

Buying, Selling and Other Notes of Interest.

Sobrs de Antero Gonzalez sold 984 bales of Remedios and Vuelta Abajo, which includes 297 bales of Vuelta

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA.

Bankers and Commission Merchants

SHIPPERS OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF

The Celebrated H. UPMANN Cigar Brand

FACTORY: PASEO DE TACON 159-169

OFFICE: AMARGURA 1 HAVANA, CUBA.

PABLO PEREZ CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

Lewis Sylvester & Son

HAVANA, CUBA Monte 56 | NEW YORK 165 Front Street

Packers and Importers of

Vuelta Abajo, Partidos, Remedios

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL and LUIS MARX

Consulado 91, HAVANA.

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en Tabacos Finos de Vuelta Abajo, Partidos y Vuelta Arriba

Monte 114,

(P. O. Box) Apartado 270. Cable: ZALEZGON. Habana

JOSÉ MENENDEZ

Almacenista de Tabaco en Rama

Especialidad TABACO de PARTIDO

Vegas Proprias Cosechado por el

Monte 26, Cable: "CAMOENS" Habana, Cuba

S. Jorge Y. P. Castaneda

JORGE & P. CASTAÑEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

PARTAGAS

Independent Cigar Factory

The Oldest Brand

The Best Cigar

Cifuentes, Fernandez y Cª

Proprietors

174 Industria Street

Cable: CIFER. Habana, Cuba

Bruno Diaz R. Rodriguez

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

Cable:—ZAIDCO HABANA, CUBA.

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123,

Cable: ONILEVA. *Habana*

SUAREZ HERMANOS,

(S. en C.)

Growers, Packers and Dealers in Leaf Tobacco

FIGURAS 39-41, Cable: "Cuetara" HAVANA. CUBA.

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: Vuelta Abajo and Partido

Warehouse and Office, 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO." Correspondence solicited in English

HENRY VONEIFF F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

Packers and Exporters of LEAF TOBACCO

73 Amistad Street, HAVANA, CUBA.

Branch House:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

EVARISTO GARCIA JOSE M. GARCIA

J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128, Cable: "JOMAGARCIA" HABANA, CUBA.

Abajo colas shipped by them for the Spanish Regie. While the latter has this year, instaed of its usual quantiy of 20,000 bales or more, owing to the prevailing high prices, purchased only about 1,000 bales, still Sobra de A. Gonzalez have managed to sell about 35, 000 bales during the year which is now ending. They are still holders of about 1,200 bales of Remedios and Vuelta Abajo, which they are willing to sell at moderate figures.

John N. Kolb passed through Havana bent this time upon a pleasure trip, and did not buy anything.

Gonzalez, Benitez & Co., disposed of 200 bales of Remedios during the past two weeks.

S. Ruppin who left on Saturday per S. S. Morro Castle, has been making some puchases, but not as many as he intended, owing to the high prices.

Rodiguez, Bautista & Co., closed out 100 bales of Vuelta Abajo colas to a local cigarette manufacturer.

H. K. Cold purchased just enough for the necessary needs of P. Pohalski & Co., and only remained here a few days.

Lewis Sylvester & Son have still a very choice stock of all kinds of leaf (Vuelta Abajo, Partido and Remedios) so any buyers coming here during the next few months, will find it to their interest to to give this house a call.

SLACKER AT THE HUB

Some of the Dealers are Holding Mark-Down Sales

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., Jan. 7.

Owing to your Boston correspondent spending the greater part of the past week in New York he was unable to gather much news for his usual weekly letter, consequently this letter will be a very brief one.

The retailers tell me trade has slackened up which is naturally to be expected, however, I learned that the "pipe" end of the business has been fairly good. Many of our leading retailers are offering marked down sales to close out some of their holiday purchases so as to have very little holdovers; this refers principally to pipes and cigars packed in fortieths.

The cigar manufacturers will start in next Monday after stock taking has finished. Salesmen are commencing to arrive but none are doing anything to brag about. The outlook, however, is very good and anyone connected with the cigar tobacco trade with whom I came in contact, have a good opinion of this year's business. Let us hope we have guessed right.

Sam Marcuson, of the Khedivial Co., has come back from his trip to New York, and has put on a missionary salesman to pay special attention to Oxfords and Naturals while Sam himself will look after the big trade.

Estabrook & Eaton are now giving free to consumers of the Big Brother cigarros, a set of four foreign views post cards; owing to this many window displays of the Big Brothers can be seen about town.

P. N. Branch, an old time Cambridge street retailer has vacated his store and a new party is now in possession.

Rosenthal Bros., the Hanover street wholesalers have just closed a very successful year's business especially on cigars. Their leaders are the William the Fourth and El Cura brands.

W. Rosenfield, the Eastern representative of Geo, Flattauer & Co., who has made the Union League cigar a good seller in this market, has started the new year well and reports having taken some good sized orders during the week.

M. E. Adams & Co., are now the proprietors of the Cut Price Drug Store corner of Berkley and Fremont streets; they have the National Cigar Stand cases but are also carrying many sizes of William the Fourth cigars, which they report are selling well.

Fore & Aft, a new sliced plug of the American Tobacco Co., has made its appearance and the trust intends to make a big campaign with same in the market.

The opinion of the Boston trade is that the businesss of the past year has eclipsed all previous records, while the outlook for the year to come is for a larger trade still. Whether this is due to the fact that Boston's smoking population is increasing, or that the fine quality of Boston cigars is attracting more customers from outside, or that smokers in general have more money with which to indulge in this luxury is a question not easily answered, but it is probable that all these factors have a more or less important pearing on the result.

The importance of the local tobacco business is not generally realized. Leaders in the trade assert that Boston last year paid more than $10,000,000 for cigars, cigarette and tobacco for the pipe, the cost being defrayed by the army of smokers and the profits divided by the brigade of dealers, whose share ranges from the few dollars taken by the little store on the corner to the thousands taken in by the big fellows of the trade, who handle each year from $500,000 to $3,500,000 worth of goods. Ben Ali.

AMERICAN TOBACCO CO. TO BUILD NEW FACTORY.

The American Tobacco Co. has bought the Floyd lot on South street, Petersburg, Va., and will erect a new cigar factory on it. It is satted that the new factory will be of great size, modern style and with all conveniences, and will have a capacity for several hundred hands. The price for the lot was $5,000.

—The Knight & Lovedale Cigar Co., of Chicago, has been incorporated with a capital of $3,000 to manufacture sundries by Leo Koreeg, A. A. Fredickson and Joseph S. Hutchinson.

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? HOW ?
BAD ACCOUNTS.
Charging them off to profit and loss.
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Paying Membership fees.
"DO-IT-YOURSELF"
The "Do It-Yourself" collection outfit is a system whereby you collect your bad accounts YOURSELF and do it in the same way that it is done by Collection Agencies, only BETTER.
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It is a better system.
It is easier to operate.
It keeps the accounts in YOUR OWN HANDS.
It brings the money to YOU.
It saves Collection Agencies fees.
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It saves getting into the hands of unreliable agencies
Price $1.00 Postpaid
Each outfit contains everything necessary to collect 50 claims.
MONEY REFUNDED if on receipt you are not perfectly satisfied.
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United States Collection Agency
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Agents Wanted Write for proposition

Established 1834

POR LARRAÑAGA

Trade Mark Redistered

Independent Vuelta Abajo Factory

Antonia Lopez Cuervo, Vda. de Rivero PROPRIETRESS

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P. O. Box 374. HAVANA, Cuba.

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Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100,

Cable: "DOMALLES" HABANA, CUBA.

CHARLES BLASCO

Commission Merchant

Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

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Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA.

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Almacenistas de Tabaco en Rama

142 and 144 Consulado Street, HABANA.

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A. M. CALZADA & CO.

Packers and Dealers in Leaf Tobacco

and COMMISSION MERCHANTS

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Importers of HAVANA TOBACCO and Commission Merchants

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Importer of Havana Tobacco

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A Specialty of HAVANA WRAPPERS and FILLERS at retail. Mail orders promptly filled.

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HAVANA TOBACCO

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HAVANA, CUBA.

Joseph Hirsch & Son

IMPORTERS OF

SUMATRA TOBACCO

O. Z. VOORBURGWAL 227 Amsterdam, Holland.

OFFICE: 183 Water St.

Cable Address: "HERE." NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

New York, January 7.

While this big city was busy enough during the holidays to satisfy any dealer, there is somewhat of a lull now which may continue a week or so longer. This is usual and to be expected, and it is probable that business is not so much below the average after all. There are a good many people from out of town looking through the city and the dealers in those sections which such visitors are likely to move in are doing very well.

The general report from the leaf dealers is a favorable one. A good deal of business was done during the year but of course the majority of houses were much hampered by inability to secure a satisfactory amount of the leaf most desired. They were unable to take full advantage of an unusually heavy demand, but there is little doubt that in the majority of cases the returns for the year will be ample enough to satisfy.

Manufacturers are about completing the taking of stock and are ready to commence on hold over orders of which they have plenty. There is certainly no kick from this end of the trade except that due to the leaf situation, and while there are some doubts expressed as to what will happen during 1907 the tendency is toward optimism.

Many valuable presents have been given this year by business concerns to their employes and in large numbers of cases these were in the form of money, than which here is no more acceptable gift. The cigarmakers being in decided demand, were well treated and cordially remembered in one way or another.

There is very little stirring which can be served up as news and it is not likely that there will be much doing later in the month.

M. Baumel, Pennsylvania repre tative of Max Gans & Sons, le town to-morrow on his regular tri that territory.

The H. H. Fuller Realty Comp has leased to the American Cigar for P. H. McNulty 20,000 square in the Varick building corner Wash ton and Hubert street.

S. A. Frank the Boston repre tive of Gans Bros., makers of the ular William the Fourth clear Ha cigar spent the greater part o week at headquarters.

M. Rosenfeld of the United Store Co., expects to leave her week for San Francisco and the principal western cities.

Wm. Schwartz, who is district ager of some of the United Store recently run over by a trolley ca ner 59th street and Third avenue has recovered and is now out and a once more; during his absence his was ably taken care of by M. E who is secretary to the president concern.

The United expects shortly to all their salesmen under a new arr ment allowing 6 per cent on al sales. This new innovation favorably looked upon by the and I hear many complaints, as it not net them as much as they present earning; chief clerks $18 clerks $15 and juniors $12 per we sides the usual commission of ½ per cent of the total monthly sale

The United Store at 365 Colu avenue, New York, won the cup f most business during the last m the Dallas, Texas came second a Flat Iron Building store was thir

THREE MILLION DOLLAR CROP

Estimated Value of the Kentucky 1904 Yield.

Louisville, Ky., Jan. 4.

It is estimated that approximately $3,000,000 in cash has been paid to the tobacco growers of Kentucky for their 1904 crop. A million and a half of this amount was sent out to the growers during the three weeks preceding Christmas by Louisville, Cincinnati and Chicago banks. The American National Bank, of Louisville, shipped approximately $400,000 into the dark tobacco district, and another large Main street bank in the same time shipped $200,000 into that region. dark tobacco growers especiall joyed large Christmas incomes their product the quality and qu of the crop and the high prices having been unprecedented in t tory of the "Dark" district.

—The Weirick Cigar compan Omaha, Neb., has been succee the John W. Sink Cigar company, corporators being John W. Sink, Sink, Loyd Lynn and Martha Lyn Weirick Company last year ma turered over one million cigars is expected during the coming y increase the output at least 50 pe Mr. Lynn is added to the firm.

Move Your Tobacco on

Box Truck

USED BY Leading Tobacco Deal

BUILT AND SOLD BY

The Wm. F. Kramer

DAYTON, OHIO

A. COHN & CO.

IMPORTERS OF

Havana and Sumatra

PACKERS OF

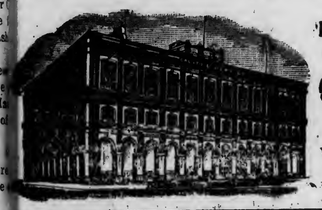
Seed Leaf Tobacco

and

Growers of Georgia Sumatra

142 Water Street, New York

EDEN CIGAR FACTORY



of BANCES & LOPEZ HAVANA, CUBA.

Calixto Lopez & Co.

180 Water St., New York

Will receive and attend to orders Cigars made entirely of the very be VUELTA ABAJO TOBACCO

Established 1840. Cable "Nasgo"

Hinsdale Smith & Co.

Importers of Sumatra & Havana and Packers of Connecticut Leaf Tobacco

125 Maiden Lane, NEW YORK

EDMUND H. SMITH ENOS SMITH

JOSEPH HOLZMAN

SUMATRA, HAVANA and SEED LEAF Tobacco

185 Water St., New York

Cigar Moisture and Moisture Proof Boxes and Cabinets

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Office, Factory and Sample Room

115 to 121 East Thirteenth St. New York

Write for Illustrated Catalogue.

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Makers of the

BACHELOR CIGAR

401-405 E. 91st Street, NEW YORK

JOHN W. MERRIAM & CO.

"At the Sign of the Bull Dog," New York

Real Habana Segar Makers and Importers

Habana Scraps and Cuttings for Sale

JOSH BILLINGS

5c. Cigar

"There hain't none better than the best."

—JOSH BILLINGS.

This Is the Best.

JOSH BILLINGS

A cigar of merit with a push behind it.

The Best Little Cigars ever offered the American public.

Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship. Finest package.

I. LEWIS & CO.

Makers,

Established 1870. Newark, N. J.

Z. JOHN NORRIS,

Manager of the Philadelphia Office,

111 Market St.

E. A. CALVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

Established 1881 — THE — Incorporated 1902

TOBACCO WORLD

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PHILADELPHIA, JANUARY 9, 1907.

THE DOCK WEIGHT CASE IS SETTLED

The United States Supreme Court has decided the dock weight case.

The Government wins.

The court holds that the duty should be paid on tobacco on its entry and not on its withdrawal.

The case has taken a good while, and now, presumably, G. Falk & Bro. and the rest of the importing leaf trade are satisfied that they are up against a stone wall. They must pay a nice amount on sea water and thus help out the exchequer.

There seems little more to be said except that the decision seems to the humble lay mind, to be directly against the logic of the case. But that is cold consolation, and the only thing to do is grin and bear it.

SPORTY LITTLE MAIDS FROM SCHOOL

We seem to discover, when we get down to it, or at least when the reformers get down to it and tell us, that everyone smokes cigarettes, man, woman and child, but the reformers themselves.

Recently the Elementary Schools Committee of the Board of Education of Philadelphia, held a meeting during which the advisability was discussed of introducing a special course of lectures in the public schools on the evils of tobacco and alcohol.

During the discussion, the chairman of the committee said: "If we teach the boys not to smoke we'll have to teach the girls too, for many of them need to be broken of the cigarette habit and the use of alcohol."

This must be true, because the chairman is in a position where he ought to know. So we would suggest that in the younger cases an effort be made to wean them from their "bitters" and tobacco slowly. An eight year old girl for instance, is not strong enough to have her rum and the soothing influence of the cigarette taken from her at one swoop.

Let her be cut down at first, say, to a pint of whiskey and a dozen cigarettes daily and after a time this can be chopped in half. It's a good thing to cut out bad habits at an early age.

AN IRREMEDIABLE HARDSHIP.

The United Cigar Stores Company has made undoubted progress during the year, if an increase in the aggregate of stores is to be taken as evidence, and the company has evidently proven to itself that it has a good thing.

Frequently there have appeared in the papers, trade and daily, frequently there have been verbal reports, to the effect that this corporation has adopted some new plan for the benefit of its employes, or that it has forced some long established single-handed dealer out of a desirable location and gained the field itself.

There is no doubt hat a number of plans have been put into operation tending toward the welfare of the clerks and store managers, which have added to their material well being. As was declared in an editorial on this subject in this paper some time ago, this is done from business policy. The company wants a superior class of men to work for it because that class is best capable of holding trade. It takes this method of securing them. So much for that end of it.

There likewise seems no doubt that the company has secured certain locations considered desirable, by the simple act of offering the landlord more rent than the then tenant could pay. Few landlords can be found whose vicarious sense of justice is strong enough to defy their pocket.

Thus, shrewd business methods and plenty of capital have enabled the United Company to get along very nicely and its treasurer will doubtless be highly satisfied with the report for last year which he will be able to submit.

It seems a horribly unjust thing that a man who has slaved for years in one place to build for himself a prosperous business, the proceeds of which he can expect will support his declining years, can be euchred out of his hopes just because some other concern has more money. He finds himself on the street, dazed and angry, and utterly unable to lift a hand.

It is a moral injustice and a fair sample of dog eat dog, yet in outbidding a competitor the United people are doing nothing illegal and are simply following out the dictates of the very latest business methods. They are not in business for their health, neither is the dealer who is crowded out. It is by no means impossible that if the positions were reversed, he would act the same as the United and with as little compunction.

There is not much doing in the brotherly love line in these parlous times but we still pity the under dog and the man who is forced out will find many to sympathize with him. It is hardly reasonable, however, to expect the chain store people to pick out all the poor locations for fear of harming some established dealer.

Something is wrong somewhere and it is hard to see how it can be remedied until there is less greed for money.

Philadelphia Tobacco Trade

The past week brought little change in the market in any branch of the trade. The retailers are doing enough business not to make any complaint and the manufacturers are starting in again on full time with orders which were taken for delivery after the first of the year. Stock taking and balancing are being finished up and things will soon have settled down to the regular routine for another year. There has been but little doing in the leaf market and few visitors from out of town.

N. Leventhal, formerly of Miller & Leventhal, 302 Vine street, has taken over his partner's interest in this store and will in future run the business under the firm name of N. Leventhal. He reports having had a prosperous year.

One of the finest Christmas trees in this little village was to be seen in the store of John A. Frey, 205 North Eleventh street. It is a work of art in the Santa Claus line and Mr. Frey has had many visitors to view it, among which was nearly every policeman from the 6th district. The tree was about 10 feet high and 6 feet in diameter and had enough decorations on it for three Christmases. Mr. Frey is blessed with seven children and although some of them are pretty big the Christmas tree goes up every year.

Announcement is made that the firm of Steinberg & Levitt, of 15 South Strawberry street, was dissolved on Jan. 1, the business now being conducted by A. A. Levitt who is prepared to run it on enterprising principles.

G. F. M. Smith, of the Centennial Cigar Co., of Centennial, Pa., was in town during the week shaking hands with his friends.

L. Steifel & Co., 235 North Eighth street, have been so rushed with orders that a new factory will shortly be started in addition to the one at Souderton, Pa. This company has had all it could do to get out the orders in hand.

The American Cigar Co., has been losing cigars in small quantities from its plant at 10th street and Washington avenue, and the other day arrested a 17-year-girl one of the hands, who, when searched was found to have a hundred cigars concealed about her. The girl has been under suspicion for some time and it was supposed that she had been disposing of her loot to someone on the outside.

Le Compte, Dusel & Goodloe, jobbers on Chestnut street above Seventh, report that their house is very busy and that the retail department is doing particularly well. Those who remember what a barracks this huge place w before this firm took it in hand w find the change a very striking one.

Sig. A. Mayer & Co., are maki arrangements to secure more satisfa tory space as the present facilities a inadequate for the amount of busine which has to be turned out.

Harvey D. Narrigan & Co., Si street jobbers, had a busy holiday se son and expect things will soon be the jump again.

The store at Fifth and Market street which has been occupied by I. Lowe grund has been vacated and the sto taken to the recently opened branch square below on Market street. T latter store has been doing very well.

N. Edeiken & Co., have opened a r tail store at the northeast corner Seventh and Walnut streets and wi carry a full line of stock. This fir formerly occupied another location.

The United Cigar Stores report ha ing had a fine holiday business a further say that it does not appear if anyone swore off collecting coupo on the first of the year.

Samples are out for Gumpert Bro new cigar, Prince Karl, which is ma in such style as is calculated to mak it as much of a winner as the oth brands for which this firm is noted. The house reports having turned a nic year's business.

A change has been made in the ol established leaf house of Lewis Brem ers' Sons, by the retirement of Howa W. Bremer, on January 1, but it wi not in any way affect the business. O the contrary the house is employing thi year at least one additional salesma having just engaged Alfred Penne who for more than three years wa with H. P. Kimmig & Co. Mr. Pen ner will enter upon his new engage ment on January 14, and will cover part of New York State, and the re mainder of the time will be devoted t Philadelphia trade.

Harry Nathan, Western representa tive for the Loeb-Nunez Havana Co. after visiting the firm's Philadelphi offices, and spending the holidays at hi home in Baltimore has returned to hi territory, prepared to take up activ operations at once for 1907. He mad an enviable record in 1906.

Geo. W. Kreider, who covers a con siderable portion of central Pennsyl vania for Julius Vetterlein & Co., ha had a record breaking year's business and as an award and in appreciation his house is giving him a trip to Ha vana, for which place he sailed from New York via the Ward Line on Satur day last, December 29th.

Charlie Cohen, representing the rapidly growing house of B. Labe & Sons, in Maryland and a portion o Pennsylvania, came up from Baltimore last week, having closed the best year' sales since engaged in road work. He starts early in the new year, with ex cellent prospects for eclipsing the 190 record during 1907.

PHILIPP J. KOLB & CO.

Have Removed to

Their New Office

AT

No. 310 Race Street

PHILADELPHIA, PA.

and are Prepared to

Show a Fine Line

of All Grades of

Imported and Domestic

CIGAR LEAF TOBACCO

We make a Specialty of

AURORA B'S

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

1903-4-5 Zimmer Spanish, 1905 Gebhardt, 1905 Dutch, 1905 Connecticut, etc.

Porto Rico Cigar Co.
Red Lion, Pa.
WHOLESALE CIGAR MANUFACTURERS
Major Paul
Lord Selkirk } 5c.
Arrow Point
Tom Lewis—2 for 5c.
Wholesale and Jobbing Trade Only

El Ono
Union Made
5-Cent Cigars
are as Good as Cigars Can be Made
Chas. A. Oberly, Maker
LEBANON, PA.

Wisdom on the Label
Wisdom in the Cigar

A 5c. Smoke that is so Good It is Bound to Repeat

Ohmit & Kraft
East Prospect
Pa.

Cigars of Quality Sell and Repeat.

Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

T. E. BROOKS & CO.
RED LION, PA.
MANUFACTURERS OF ALL GRADES OF
Pennsylvania Cigars
FOR THE WHOLESALE JOBBING TRADE
DISTRIBUTORS WANTED ON OUR SPECIAL BRANDS:
GOV. WRIGHT REGAL DUKE DON SEGNO GEN'L YORK
HAVANA SWEETS and MANUEL F. DOMINGUEZ
SAMPLES UPON REQUEST

IT'S A WONDER WORKER
Havana Tobacco Ferment
Neutralizing Solution for Producing a Natural Fermentation and Sweat in Domestic Tobaccos
Acme Extract and Chemical Works
E. G. ECKERT, Proprietor HANOVER, PA.

SPECIAL NOTICE
(12½ cents per 8-point measured line

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EDWIN L. KOPPELMAN CO.
7-6-1h 81 Pine St., New York.

FOR SALE.—Nice lot of 75 hogsheads; good heavy Kentucky broken leaves and scraps suitable for making smoking tobacco. Also, nice old, well sweated, well-sized cigar fillers and wrappers.
Buckner, Dunkerson & Co.,
7-11tf Louisville, Ky.

WE PURCHASE Cigar Molds—undesirable shapes—such as No. 16,261, No. 8,832, No. 8,569. Write us, stating what you have and the quantity.
Winget Mfg. Co., York, Pa. 12-12tf

ESTABLISHED BROKER desires a good line of Medium Priced Goods. Good business for a good factory. Address J. S., Box 32, care of Tobacco World, Philada. 12-19tf

A CIGAR FACTORY well situated and completely equipped for rent. Or will sell the fixtures separately. Fine suction plant with 63 suction tables, motor, bunching tables etc., etc. Address 125 S. Second street, Phila. 1-9h

LARGE Philadelphia Cigar Manufacturers want Salesman for Pennsylvania—one having trade and experience—Salary and Commission. Address Box 31, care of The Tobacco World. 1-9-c

TO MANUFACTURERS.—Cigar and Wine Storeman, exceptionally brilliant man, 20 years successful record, desires position, Buyer, Manager, Salesman. Communicate: Jackson, 1631 S. 23d. street, Phila. 1-9-c

MUST PAY DUTY ON ENTRY

Supreme Court Decides Case Against G. Falk & Bro.

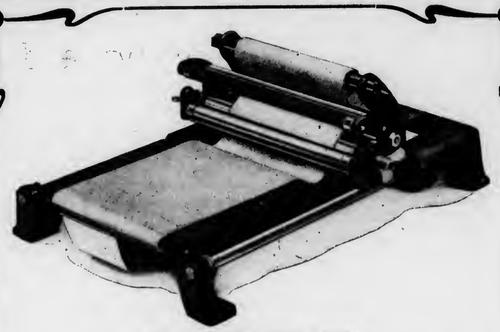
Washington, D. C., Jan. 7.

The Supreme Court to-day decided that the duty on imported leaf tobacco must be reckoned on the weight at time of entry and not on withdrawal. The case on trial was that of G. Falk & Bro., of New York against the Government, which has slowly ascended to the highest court after tedious delays.

The complainant claimed that the duty on his imported leaf should be estimated at the time the tobacco is withdrawn from bond because that is the actual weight upon which the importer is able to realize and to deal in. As it has been, and as the Supreme Court decides it must remain, the tobacco is weighed on entry and the duty estimated on that weight.

In sea passage, tobacco absorbs a considerable amount of moisture so that it is no uncommon thing for five per cent of its weight to evaporate after the duty has been calculated and the goods entered into the warehouse. This is a dead loss to the importer and Falk & Bro. decided to make a test case of the question. The court of last resort has now decided against the importer.

Had the question been decided in his favor it would have meant a heavy loss to the Government, as one deputy collector estimated that had the desired condition been in effect in 1905 it would have made a difference in revenue on Sumatra alone of $480,000.



SIZE, 16 BY 10 INCHES---WEIGHT, 18 POUNDS

This Device will produce a better bunch than can be made by hand and will materially reduce cost in the manufacture of cigars.

MAY WE TELL YOU WHY?

It Makes a Splendid Adjunct to Team Work

Write for information as to its many points of merit, or if convenient for you to do so call at our office and see it in operation. . . .

THE PERFECT BUNCHING MACHINE CO.
No. 132 South Sixth Street
PHILADELPHIA

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*
Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

DEATH OF THEO BYXBEE'S MOTHER

The host of his friends who are always glad to see Theo. Byxbee, salesman for the Florida Tobacco Co., of New York, will extend their sympathy to him in the bereavement which he has just suffered in the death of his mother, Mrs. Mary M. Byxbee.

Mr. Byxbee's more intimate friends know how bravely his mother had borne up during fifteen years of suffering from that dread terror, cancer. She passed away on Monday evening at 6 o'clock, death mercifully ending a period of great agony. She was 59 years old.

FINE LEAF BEING DELIVERED

Lancaster Leaf Packers are Busy Receiving Tobacco.

Lancaster, Pa., Jan. 7.

The local leaf market continued dull during the past week, but leaf packers were busy enough because the packing season has now begun in earnest, as was quite evident on Saturday last at a number of warehouses where tobacco was being received.

The writer, although not posing as an expert or specially good judge of tobacco, saw what he thought looked like splendid tobacco being delivered at some of the warehouses on that day.

There was a fair business done during the week in a jobbing way, indicating that the manufacturers of medium and even larger capacity are working right along. That is at least an improvement over last year, when quite a dull spell was experienced by manufacturers right after the holidays.

J. Greenewald, representing Falk Bros, of New York, was one of the first salesmen to visit this section in the new year.

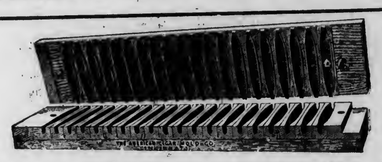
On Wednesday evening last the Lancaster Leaf Tobacco Board of Trade held a meeting at Martin's Hall, and at the same time there was a meeting of the Lancaster Leaf Board of Trade Inspection Co., when officers for the the ensuing year were elected. All the old officials were retained.

Milton J. Ranck, for some time associated with W. R. Cooper, under the firm name of W. R Cooper & Co, packers of leaf tobacco at the Northwest corner of Duke and Chestnut streets has retired from that firm, but will continue as a packer of leaf tobacco at Strasburg. Mr. Cooper will continue at the old stand, under the firm name of W. R. Cooper & Co.

Outside of the retirement of M. H. Ranck from the firm of W. R. Cooper & Co., there have been very few and unimportant changes in the trade here this spring This is looked upon as showing a rather healthy condition of things.

Marcus Jaskulek Morris Jaskulek Robert Jaskulek
M. JASKULEK & SONS
Packers and Dealers in
Leaf Tobacco
814 and 816 East Third Street
DAYTON, OHIO

Joe Endress, Jr. A. C. Kercher
Pioneer Leaf Tobacco Co.
Germantown, Ohio
Packers of CIGAR LEAF TOBACCO



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Model American, and Others.

For Gentlemen of Good Taste

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5c. A HIGH GRADE CIGAR FOR 5c.

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Wholesale Dealer in

LEAF TOBACCO

of All Grades

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Makers of the

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High Grade Seed and Havana Cigars

Correspondence with Responsible Houses Solicited

L. J. SMITH & CO.

Wholesale Cigar Manufacturers

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RED LION, PA.

Maunfacturers of

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5c. Cigars

TWO HAVANAS

Two for Five Cents

Private Brands made to order. Correspondence with Responsible Houses solicited.

SMITH BROS.

Brokers in Domestic and Imported LEAF TOBACCO

No. 17 Charter Street, Dayton, O.

Ohio Goods Our Specialty

BEGINNING WELL IN YORK.

Manufacturers All Report That They are Getting an Early Start.

York, Pa., Jan. 7.

Business is starting in remarkably well for this season of the year, and manufacturers have been able to continue work right along, so their hopes are running high.

Cigar box manuf acturers appear also to anticipate good business during 1907, and quite a number of changes are noted.

Miller Bros., of Red Lion, have made quite some improvements to their plant to increase their facilities.

Chas. Kohler has retired from the cigar box manufacturing firm of Kohler & Tschop, at Windsor, and will hereafter devote his entire time to the Dallastown factory which he has conducted for many years.

S. L. Tschopp, of the old firm of Kohler & Tschopp, has associated with him now, P. Smuch, formerly engaged as cigar manufacturer at Windsor.

After some alterations and improvements, the Keystone cigar box factory at Yoe, which recently changed hands by being taken over by the Merchant Cigar Box Co. at Dallastown, has resumed operations.

The Merchants Cigar Box Co., at Dallastown, recently tendered a dinner to the employes, which is said to have been a thoroughly enjoyable affair.

Warren L. Locke, of Blochinger & Co., Red Lion cigar manufacturers, recently returned from Atlantic City where he spent the holidays with friends.

T. A. P. Carman, who for many years had been bookkeeper and general office manager at the Geo. A. Kohler & Co., cigar factory at Yoe, has been appointed superintendent of the State Seal Cigar Co's. factory in East Yoe, and has already entered on his new duties.

The Kohler-Snyder Co., of Yoe, had an exceptionally good year in 1906, and is now preparing a line of samples which it believes will prove such large sellers as to enable them to pass the 1906 output during this year.

One of the most important events of the new year was the consummation of a deal by which the Centennial Cigar Co., of Centennial, took over the business of the Keystone Cheroot Co., and of Fisher Bros. & Parker, at Hanover, combining it all under one general manager, G. F. M. Smith, of Centennial. The Centennial Co., had a most properous year during 1906, and the additional facilities acquired will give it an immense output, with factories at Centennial, Hanover and Irishtown.

Harry Hene, a broker of cigars in New York, was last week visiting his brother T. D. Hene, the Eastern representative of Wedeles Bros., of Chicago, whose head quarters are in York.

—J. & E. Wieffenbach, who for two years has have operated a cigar and tobacco jobbing business in Columbus, have removed to Cincinnati to be nearer to the center of their territory. The offices and warerooms of the company were in North Third street. The headquarters of the firm are at Dayton.

"A Wonderful Nickel's Worth"

That's What the Consumer Says About

The **FERNSIDE**

For He Gets That Rich Taste and Aroma Looked For in a More Expensive Cigar

Let us send you Samples of this Steady Seller

GEO. W. PARR, Littlestown, Pa.

J. B. MILLEYSACK

Manufacturer of

Fine Havana Hand-Made **CIGARS**

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CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

FLUCTUATIONS
of the tobacco market
DO NOT AFFECT
the quality of our
NANINE CIGARS
H. S. Hartman, Mfr., Lancaster, Pa.

The Gilt Edge Cigar Box Factory

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of All Kinds

Daily Capacity, Five Thousand Boxes

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MANUFACTURERS OF

LA CUBANA CIGAR FACTORY No 463 ESTABLISHED 1871

High Grade Cigars.

DALLASTOWN, PA.

Geo. W. Conway

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It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.

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Is specially adapted to give that Peculiar Sourish Effect desired. **Chaskel's Flavors** the **Cheapest** in the market, considering **what they do.**

A Card Will Bring More Information and Prices.

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SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

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and **THREE CUBANS**
MANUFACTURED BY
Central Cigar Company
LEWIS SMITH, Proprietor
Forbes and Marion Streets, **Pittsburg, Pa.**
Wholesale and Jobbing Trade solicited.

UNION MADE — SOLD ON ITS MERITS

Factory 1898. 22nd District Penna.

TOM BAINES

Nickel Goods.

Strictly a First Class Article—Equal to Any Union or Non-Union Cigar on the Market—Probably Better, You to Judge—and Prices No Higher than Others.

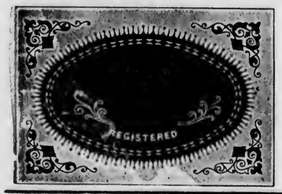
H. G. Burky, Maker, Reading, Pa.

UNION MADE — BLUE LABEL USED

I Sell Cheap Goods

But cheap in one sense only—Price.
For years I have made a specialty of making Low Priced Brands that Smoke Like the Higher Priced Ones.
WRITE ME.
H. G. Barnhart, Spring Vale, Pa.

All Jobbers Who Handle Travellers Tips



Say it Always
Moyes Well
"A Good Five Cent Cigar"
Abbott Cigar Co.
ABBOTTSTOWN, PA.

The Ideal Cigar Made in an Ideal Way

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5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

HAVANARINE

helps to make good cigars. Are you using it; if not, why? Write us for sample and full particulars.

Tobacco Improvement Co.
504 Ninth Street, N. W.,
Washington, D. C.

CUBAN TOBACCO SEED GROWING IN ALABAMA

The bureau of soils of the department of agriculture has issued the report made to it by its expert agents George T. McNess and Lewis W. Ayer on their experiments of the past two or three years in growing Cuban seed tobacco in Alabama. The report should be interesting to packers and dealers as to what may be expected from this new territory, and will be reprinted in these columns in weekly installments. It will be seen that the results are fairly gratifying and seem to indicate the ultimate establishing of a profitable industry in the section treated.

The report states that the experiments in Alabama were begun in the spring of 1903. Arrangements were made with C. H. Greer, of Marion, for the use of 3 acres of land—1 acre of the Orangeburg fine sandy loam and 2 acres of the Orangeburg clay—barns, etc.

The field on which this experiment was conducted was situated on the outskirts of Marion and contained two types of soil—the Orangeburg clay and the Orangeburg fine sandy loam. The surface of the land was rolling; in fact, a hillside. In the upper part the soil was loamy, while on the steeper slopes it contained more clay, owing to the partial washing away of the top soil, although the land had been terraced to prevent this washing.

About March 27, the soil was prepared by breaking it broadcast to a depth of 6 inches. A deeper plowing would have been better, but owing to the compactness of the soil it was almost impossible to prepare the land deeper. After plowing, a wooden drag or clod breaker was used, as on the part of the field containing the most clay the plow left many clods, and in order that the field should be in the best mechanical condition it was necessary that these should be broken up. Well rotted stable manure was procured from the local livery stable and this was applied broadcast on the land at the rate of 10 two horse loads to the acre. Stable manure was used in preference to commercial fertilizer because of the lack of humus in the soil. This was plowed under and the land allowed to lie in this condition until the middle of April, when the soil was bedded up in rows 3 feet apart.

On April 18 there was a good rain, and transplanting was commenced on the Orangeburg fine sandy loam, but about April 25 the weather again became cool and dry, which conditions were bad for the young plants set in the field. The cutworms also caused some trouble, necessitating considerable resetting. Transplanting and resetting were continued until May 9, on which date the entire 3 acres had been set and a good stand obtained. The tobacco on the upper part of the field, or the Orangeburg fine sandy loam, made a good growth, but that planted on the Orangeburg clay started growing very slowly. On May 16 there were experienced some very heavy rains, and on the clay land about 3,000 plants were lost by drowning. These were reset as soon as the climatic conditions became favorable. From this time until June 13 the weather conditions were favorable. The tobacco on the loamy soil continued to make good growth, and on June 6 it had reached the height of 4

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Light Connecticut Wrappers and Seconds
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AND MUCH
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PRIVATE BRANDS OF ORIGINAL DESIGN
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The Tobacco Sample Binder

The only machine manufactured for the purpose that is perfect in every detail.

The only machine of the kind Sold Outright.

$10 buys it, and it is your property.

We are also Dealers in
Samplers' Supplies:
Non-elastic Webs, Tapes, Copperized Staples, Sealing Wax, etc.

Address *The* **Sample Binder Co., West Milton, O.**

feet, while that planted on the clay soil seemed to be stunted and some of the plants had budded. About June 20, there occurred a period of drought, and some parts of the crop began to fire at the bottom of the stalk; but on June 27 there was another rain and the tobacco seemed to take on a fresh growth, especially so on the Orangeburg fine sandy loam, where about 1 acre of the tobacco was 5 feet high.

Harvesting was commenced the latter part of June, when the tobacco that was first planted was cut and hung in the barn to cure. About July 16 it began to rain, and continued showery for ten days, which necessitated the placing of fires in the barn to prevent the tobacco becoming damaged from pole sweat and mold. By July 19 all of the crop was hung in the barn. From this time on the climatic conditions were favorable, there being alternate damp and dry periods, which greatly facilitated the curing of the leaf. On July 27 the tobacco that was first hung in the barn was taken from the poles and stripped, and this work continued until August 1, by which time all the crop had been stripped and packed in boxes ready for shipment to Nacogdoches, Tex., where it went through the process of fermentation in the Bureau's warehouse. The 3 acres yielded 1,305 pounds of cured tobacco, or an average of 435 pounds of merchantable tobacco to the acre.

Experiment of 1904.

Owing to the abnormal season of 1903, when drought toward the time of harvest prevented the tobacco from ripening properly, and because of the marked effects of climate on the quality of tobacco, it was not considered fair to draw final conclusions regarding the adaptibility of Perry County soil and climate to the production of a Cuban seed filler from that season's experiment. Therefore arrangements were made with John Sprott for leasing 1½ acres of Orangeburg fine sandy loam and 1½ acres of Orangeburg clay, together with facilities for curing the tobacco. The two fields on which this experiment was conducted lie some 7 miles east of Marion, across the Cahaba River. The Orangeburg fine sandy loam field is situated in what is known as the second bottoms and the previous year had been planted in corn followed by cowpeas. The Orangeburg clay field was situated on the top of a hill, of which there are many in this locality, and had for several years prior to 1904 been farmed by tenants, who used it for cotton. Consequently the field was pretty well depleted of vegetable matter and not in such good mechanical condition as the Orangeburg fine sandy loam field. These distinct types of the Orangeburg series were selected to make possible a further comparison of their relative merits in the culture of tobacco. The results of the previous year's experiment were clearly in favor of the loamy soil, which stood the extremes of the weather better than the clay soil, besides responding more readily to fertilization; but the test in that year, owing to shallow plowing of the clay soil and the unfavorable season was not considered definitive.

(To be continued.)

THE ACCUSED DARK TOBACCO GROWERS' ASSOCIATION OF KENTUCKY

The Dark Tobacco Growers' Association, the members of which have been unofficially accused of complicity in the formation of the mob which burned two large tobacco stemmeries and warehouses at Lexington, Ky., was formed by the growers of tobacco in Kentucky in general meeting held in Guthrie, Ky., September 24, 1904.

The plan was to secure combined opposition to the trust and to work along the lines of the Maryland Tobacco Growers' Association in keeping the price of tobacco up to a reasonable price and protecting the independent buyers, who, it was claimed, had been forced out of the market by the tobacco trust and the French Regie buyers. It is claimed that both organizations have increased the sales of tobacco to independent buyers over 100 per cent. a year since their organization. They also increased the price of tobacco in both districts.

At the time of the organization of the association the price of tobacco had been reduced to such a low standard that the farmer declared he did not receive a return equal to the cost of labor in producing his crop, and the cooperation of the growers' was a measure for self-preservation.

The United States crop reporter for December, 1905, reported the price of Maryland tobacco to be $6.05 per 100 pounds on the average, while the price of Kentucky dark tobacco had been reduced to $4 per 100 pounds. At the price of the cheapest farm labor in Maryland the labor cost of production was eight cents per pound, and that did not include the cost of fertilizers, interest on investment or taxes.

In the words of Franklin Weems of Washington, D. C., the secretary of the association, "Our growers then faced either eviction from their tobacco farms or starvation thereon."

In the Kentucky district the price has been increased from four to seven cents per pound. In both sections hot-headed growers and the Southern spirit has led to the destruction of several warehouses of the trust, the latest escapade being only a repetition of what has happened before.

The stemmeries referred to in the report are unknown to the tobacco men hereabouts, as the stemming industry is confined to the South. The trust gathers the tobacco stems from all over the country at points in the South where the stems are steeped to extract the nicotine which, it is said, is made into a sheep wash and is sold all over the world. The pulp remaining is rendered into soap. These by-products of tobacco manufacture have assumed enormous proportions in the past few years and the profits from what has been hitherto waste have been no small factor in the financial development of the American Tobacco Company, which really is behind all of the great combinations in the business, which bear various names.

BRANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars

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OFFICE: No. 118 Mifflin Street
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FACTORY: Cor. Maple & Plum Aves.
Lebanon, Penna.
A Specialty of Private Brands. Telephone Connection Samples Sent to Responsible Houses.

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Manufacturer of
High Grade Seed and Havana
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Manufacturers of
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Correspondence solicited.
Samples on application.
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Dallastown, Pa.
HIGHEST QUALITY
FINEST PACKAGES
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
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R. E. JACOBY
Wholesale Manufacturer of Strictly Uniform Quality of
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WANTED!!
Distributors for the Celebrated
GOOD POINTS, HAPPY PHIL and JUAN BAZAN
Combination Filler CIGARS
Samples and Prices Cheerfully Furnished.
BLOCHINGER & CO.
Sole Owners and Manufacturers
Smokers' Favorite Brands. RED LION, PA.

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Manufacturers of
High Grade Union Made
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FOR THE
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Supreme Union

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INCREASE YOUR PROFIT!
Columbia Straight Will Do It.
We bought a large supply of Good Havana and Domestic Tobacco at the right time.——We are located where Good Workmen can be had at Fair Prices.
These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.
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CIGAR BOX EDGINGS
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SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Houses

They Smoke It and Come Again

BLEND, QUALITY and WORKMANSHIP to Please the Most Critical Smokers
Manufactured for Jobbing Trade Only
The Toedtman Cigar Co.
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MIAMISBURG, OHIO.

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J. T. Plug
Battle Ax Plug

They Please All Tastes

Always Uniform and Reliable

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

One kind of sales made in this vicinity is making some trouble to the minds of those who have sold. As to the buyers' side of the case I know not. This way consists in paying a certain price for three grades of wrappers, binders, tops and fillers. In one instance I hear that the law will be appealed to, either to cause a surrender of the contract by the farmer or to strengthen the claim of the buyer. No; a man who wishes to grade his crop would better grade it himself and sell it in the case, and not sell calculating to have the buyer do the assorting and grading. If the farmer is not to sort and pack and sell his crop in cases, he would better sell in the bundle. He, at least, will be better satisfied, for if he sorts it he knows what he is selling. But if in the bundle he must judge of it in an imperfect manner, and he stands as good a chance as the buyer to draw a prize. But selling to be assorted by the packer, he throws himself upon the tender mercies of the buyer or packer. It may be all right in some cases, but sometimes we have to deal with strangers who may be a little sharper than the "old man". But, as a rule, the seller is about as sharp as the buyer.

Our correspondents write:

Northfield, Mass.: "It is reported that Thomas Quinlan has sold his crop of tobacco for 15 cents. The high price of the crop this year will be an incentive for the farmer to raise more tobacco next year".

North Hadley, Mass.: "Buyers have not shown up much in the last two weeks. Only one sale to report: L. Daniel eleven acres to L. B. Hass & Son."

North Hatfield, Mass.: "John Satois has sold his crop of five acres, assorted and packed, to a Hartford, Conn., party for 19 cents."

Bradstreet, Mass.: "O. Belden & Sons have sold their crop of sixteen acres, assorted and packed, to Hartford parties for a reported price of 24 or 21 cents in the bundle."—American Cultivator.

EDGERTON, WIS.

The beginning of the new year finds the handling of the 1906 crop well under way at the packing points and in most cases the warehouse people have the help well organized and business running smoothly. The opening of six more waerhouses in Edgerton during the week creates a demand for about 500 more hands, and as yet the places are not all filled. Close to one quarter of the crop has now been received, and there seems to be little fault to find with the condition of the leaf (barring some shed burn and pole rot) as it comes to the warehouses. Almost the entire crop is now stripped and ready for delivery and growers are everywhere urging their clams to be

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LEAF TOBACCO

THE BEST ORGANIZ
MOST COMPLETE A
LARGEST MAIL ORD
LEAF TOBACC
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CHICAGO
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Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890.
Capacity, Twenty Thousand per Day

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206 to 216 Quarry St., Philadelphia
Cor. Bread, bet. 2d & 3d, Race & Arch Sts
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SHELVES and FIXTURES a Specialty
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Stencils, Metal Checks
All Kinds of
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244 ARCH ST., PHILADELPHIA

COLOR and CANCELLING STAMPS,
LEAD SEALS & STENCILS
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CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

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Special Designs
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Manufacturer of
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and Packer of
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CIGAR LABELS
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NEW YORK.
CHICAGO. CINCINNATI.

LABELS
Cigar Ribbons Silk, Imitation & Mustinova Ribbon
CORRESPONDENCE SOLICITED
KEYSTONE VARIETY WORKS HANOVER, PA.
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Printed or Stamped in Gold or Silver
STOCK CARDS

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

JOHN SLATER & CO.

Manufacturers of Handmade

LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues

LANCASTER, PA.

No. 21 North Main Street, **Washington, Pa.**

Imperial Cigar Co.

Home of the 'Two Friends'

Absolutely the highest grade 2 for 5 Cigar in the United States.
Manufactured on honor and sold on its merits.
We defy competition, and court opposition.
Samples cheerfully sent free to any part of the United States. Sold to Jobbers only.
Our motto, The best is not too good

Imperial Cigar Co.
Hanover, Pa.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
Manufactured Only by
LEONARD WAGNER
Factory No. 2 707 Ohio St, ALLEGHENY, PA

GEO. STEUERNAGLE

Manufacturer of
Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

OLDEST MANUFACTURERS OF
PEACH and PRUNE ESSENCES
Also of the
World Renowned and Non-Evaporating
SPANISH BETUNS
Cigar and Tobacco Flavors, Sweeteners, etc.
Write for Free Samples and Particulars
Guaranteed to be the Strongest and Best
Established 1855
FRIES & BRO.
92 Reade Street, NEW YORK

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Shipments, 700 cases—Reporter.

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District of Columbia.

Washington.—John J. Reed, cigars, tobacco and news, dead.——Lee L. Coombs cigars and tobacco, chattel mortgage, $300

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Fenton.—Mitchell & Lamb, cigar manufacturers, succeeded by George A. Mitchell.

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New York.

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Vermont.

Bellows Falls.—Exner & Holmes, manufacturers and retail cigars, dam aged by fire.

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Spokane—A. G. Benson, cigars, deed $150.——A. J. French, cigars, etc., sol to A. Kuder.——Samuel B. Rose, ci gars, confectionery, etc., chattel mort gage, $113.——C. E. Skelton, cigars sold out.

Tacoma.—R. Lyman, cigars, confec tionery, etc., sold W. Foyler.——Prince Cigar Co., cigars, tobacco, etc., G. M. Schroeder, sold interest to H. M. Prince

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839,760 Match box; Christian Hiering and A. Fuller, Newark, N. J.

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Landisville, Lancaster Co., Pa.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
27 South Second Street
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Regular Weekly Sales Every Thursday
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METAL EMBOSSED LABELS METAL PRINTED LABELS
ENGRAVING PRINTING
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS

JACOB G. SHIRK
Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
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American Cigar Co. American Stogie Co.
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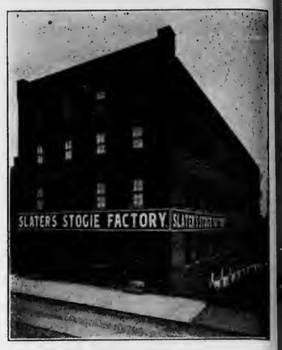

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Send Your Cigar Buyer Here We Will Save You Money

For Sale by All Dealers

VIRGINIA PERIQUE

MIXTURE
THE AMERICAN TOBACCO CO., NEW YORK

INTENTIONAL SECOND EXPOSURE

E. A. CALVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

GEO. W. PARR,
Littlestown, Pa.
MANUFACTURER OF
HIGH-GRADE CIGARS

"The Quality Cigar"
It's Full of Havana. That's Enough for 5 Cents.
Correspondence Invited. Samples on Application.

La Imperial Cigar Factory
J. F. SECHRIST, Proprietor
Manufacturer of
FINE CIGARS
Holtz, Penna.

10c.—UNCLE JOSS—5c.
Pretty Bessie
York Nick.... } 5c.
Best Known..
Two Cracker Jacks (2 for 5 cents)
Oak Mountain Bouquet—Boston Beauties
Puro—Porto Rico Crooks
Correspondence with the Wholesale and Jobbing Trade Only invited.
Capacity, 25,000 per day. Telegraph—York, Pa.

WARREN BECK & BRO.
Ten-Cent Brands:
Duke of Westminster
Admiral Gherardi
Gen. Warren
La Responder Marcana
La Cantidad
Cigar Manufacturers
York, Pa.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

A. D. KILLHEFFER, MILLERSVILLE, PA.

Maker of High Grade Cigars.
No Salesmen. Communicate with Factory.

E. ROSENWALD & BRO.

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THE TOBACCO WORLD

Established in 1881. Vol. XXVII., No. 3. | PHILADELPHIA and NEW YORK, JAN. 16, 1907. | One Dollar per Annum. Payable in Advance.

PHILIPP J. KOLB & CO.
IMPORTERS & PACKERS OF LEAF TOBACCO
No. 310 Race Street
PHILADELPHIA

•CENTRAL UNION•
No other brand of Tobacco has grown so quickly in public favor.
Reasons:
Quality, Price,
Union Label,
Friendly Dealers' Aid,
and
Tobacco Trust's Hostility.

United States Tobacco Co., Richmond, Va.

SUMATRA TOBACCO
The Kind that Wraps Economically
H. DUYS & CO.
No. 170 Water Street, New York
The Leading Exclusive Sumatra House
Amsterdam House:—De Amsterdamsche Tabakshandelmaatschappij.

Growers and Packers of
FLORIDA TOBACCOS
Write for Samples
SCHROEDER & ARGUIMBAU
178 Water Street, New York

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El Draco Cigar Mfg. Co. Philada.

EISENLOHR'S Cinco Philadelphia CIGARS

(LORD LANCASTER, 10c.)

"As Clean as the Food You Eat"
Vesper CIGAR 5¢

Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
(NICKELBY, 5c.)

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

Sumner Greene — E. T. Colgan
SUMNER GREENE & CO.
Manufacturers of
Greene's Seal Cigars
2330 MARKET ST., PHILADELPHIA

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
114 N. 7th St. Philadelphia

SUPERIOR Quality and Workmanship
Vicente Portuondo CIGAR MFG CO. PHILADELPHIA Cigars
Factory No. 968, First District Penna.

If You Want to be in HAVANA
Smoke CAMELA 5c.
Made by HENRY HEYMANN'S SONS
CIGARS
Sinking Spring, Pa.

YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
ALL JOBBING HOUSES

Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U.S.A.
Sole Owners and Manufacturers.

THE TOBACCO WORLD

A. T. CO. CONSOLIDATION LEGAL

Vice Chancellor Says to Dissolve Trust Would Work Hardship

Vice-Chancellor Pitney, of Newark, N. J., has handed down a decision favorable to the consolidated American Tobacco Co., in the suit brought by one of the stock holders to have the trust dissolved.

The decree is based to a considerable extent upon the point that if the specific performance of the complainant's contract should be compelled and the trust dissolved incalculable injury would thereby be done to scores of innocent stockholders, and the "well nigh impossible task be presented of revivifying the old companies whose existence was ended by the merger agreement."

Such being the case, the question arises, says the Vice-Chancellor whether, admitting to the fullest extent the complainant's legal right, the Court ought to grant him the relief he asks, since it has often been held that the Court will not in all cases grant specific performance, such a decree being in a sense a matter of the Court's discretion.

The suit was one brought by George A. Beling, who held 100 shares of 8 per cent. preferred stock in the old American Tobacco Company before its merger into the present trust with the Continental Tobacco Company and the Consolidated Tobacco Company, in September, 1904. In this merger agreement holders of all preferred stock in the old American Tobacco Company and the other companies were forced to take for their holdings the 6 per cent. bonds of the new company.

It was Beling's contention that the company had no right to substitute these bonds for the old stock without the consent of the owners.

MORE DYNAMITE IN KENTUCKY.

Hopkinsville, Ky., Jan. 14.

An attempt was made last week to destroy the tobacco warehouse and factory of R. T. Lamb, at Princeton.

A charge of dynamite was placed in the warehouse and touched off, but fortunately for the owner of the plant the explosive had gotten damp and did little damage.

Lamb is a prominent independent planter, and it is said a demand had been recentlyi been made on him to compel tenants to join the Dark District Planters' Protective Association. He refused to comply.

—The wholesale and tobacco firms of O. C. Taylor & Co., Burlington, Vt., has been dissolved by the withdrawal of C. L. Soule, who has sold his holdings in the firm of J. S. Flint. The business will be continued under the same firm name at the same location by Mr. Taylor and Mr. Flint.

CIGAR LEAF IN HAWAII.

Can be Grown at a Cost of Two or Two and a Half Cents Per Pound

Washington, D. C., Jan. 12.

The Experiment Station in Hawaii has been devoting attention for several years past to co-operative experiments in tobacco growing with the view of determining the feasibility of cultivating the finer grades of cigar tobacco in Hawaii. Extensive demonstrations show conclusively that artifical shade is unnecessary and that most varieties produce a better quality of leaf when grown in the open.

During the past year natural grown wrapper tobacco of fine texture and body, and filler leaf of mild flavor and good burning quality were produced in considerable quantities. The only point of superiority in the Sumatra and Cuban grown varieties, compared with the Hawaii growth of similar varieties, is in the color, the latter producing a shade that is darker than the market demands. Some of the crop is valued at from $2 to $4.50 per pound, the yield being at the rate of about 1,000 per acre.

It is estimated that if a grower produced on tobacco his own land, under his own labor, the green leaf can be produced at a cost of two to two and a half cents per pound. The advantages of the Hawaii climate for tobacco culture are so apparent that the work is to be continued with the hope of duplicating even the finest grades.

MORE SPACE TAKEN AT TOBACCO EXPOSITION.

U. S. TOBACCO CO.'S EXHIBIT AT LAST EXPOSITION.

The opening of 1907 finds the Tobacco Exposition well under way, and with a large amount of space contracted for. One of the first names to be entered on the Exposition books in 1907 was that of the United States Tobacco Co., of Richmond, Va.

This is one of the prominent independent houses, deeply interested in the independent movement. That they believe in an Exposition for the independent manufacturers is evidenced by the fact that they have contracted for twice as much space at the Exposition of 1907 as they utilized in 1906.

This firm has decided to have its entire force of salesmen in attendance throughout the two weeks of the Exposition, to welcome their legion of friends in the trade who will be present from every part of the country. An attraction will be their Mr. Stubbs, who, Providence permitting, will be in attendance to make his bow and smoke with his many admirers.

Another firm which has closed contracts for space is that of Kaufman Bros. & Bondy, pipe manufacturers of New York, who have taken more than three times as much space as utilized by them in 1906, and have decided upon a magnificent exhibit. Their booth will be one of the attractive ones of the Exposition and the goods exhibited will be comprehensive of the large and varied line of pipes made by this house.

LICORICE COMPANIES GUILTY.

U S Circuit Court Says Illegal Combination Was Formed.

New York, Jan. 12.

The United States Circuit Court has found guilty of forming an illegal combination and being a monopoly the MacAndrews and Forbes Co., and the J. S. Young Co., who with Karl Jungbluth and Howard E. Young were charged by the Government with having conspired and combined to monopolize the licorice paste business in the United States. The individual defendants were acquitted on all counts, and the corporations on a charge of conspiracy. The attorney for the defense moved for an arrest of judgment and asked for a stay.

The jury returned its verdict after four hours of deliberation.

Judge Hough pointed out that a general verdict of not guilty would mean that all the defendants were acquitted of all the acts alleged in the indictment, while a single verdict of guilty would conversely make each defendant guilty upon each count. He warned the jury also that the case was one of the greatest importance, involving the question of inter-State commerce and explained at length the Sherman act and what might constitute a violation of it.

Judge Hough then reviewed the evidence in detail, laying a special stress upon the secrecy with which it was alleged a combination had been formed. He also reviewed the closing arguments of both the prosecution and the defense.

The trial has already extended over three weeks. Much of the evidence introduced has been of a documentary nature, the Government presenting more than 275 exhibits, consisting of private letters which has passed between the various defendants in relation to the licorice paste industry.

In summing up Mr. Taft, representing the Government as Special Attorney General, called attention to this decision of the Supreme Court in answer to Mr. Nicoll's charge that the seizure of the private records, correspondence, and papers, of a corporation, was an outrage.

"It is at least an outrage permitted by the highest court in the land for the good of the community," he declared.

Again, in reply to Mr. Nicoll, who charged that, while the Government was the nominal prosecutor, the trial had had its real inception among the independent tobacco men of the country, who hoped to learn the secrets of the Continental Tobacco Company, Mr. Taft denied flatly that independent manufacturers had instituted the prosecution.

De Lancey Nicoll for the defense declared that all men have the right to protect their business interests and the defendants, he said had done no more than that.

$17,000 will buy outright the plant, stock, fixtures, good-will, etc., of one of the best and most complete Cigar Factories in the heart of Philadelphia, doing a large business. Present working organization willing to run the business under new control. Have on hand over Ten Thousand Dollars worth of Cigars and Tobacco. Address H. P. H., care of The Tobacco World, 224 Arch Street, Philadelphia.

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Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
(NICKELBY, 5c.)

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
114 N. 7th St. Philadelphia

SUPERIOR Quality and Workmanship
Vicente Portuondo CIGAR MFG CO. PHILADELPHIA Cigars
Factory No. 968, First District Penna.

If You Want to be in HAVANA
Smoke CAMELA 5c.
Made by HENRY HEYMANN'S SONS
CIGARS
Sinking Spring, Pa.

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

Sumner Greene — E. T. Colgan
SUMNER GREENE & CO.
Manufacturers of
Greene's Seal Cigars
2330 MARKET ST., PHILADELPHIA

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
ALL JOBBING HOUSES

Parmenter Wax-Lined Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U.S.A.
Sole Owners and Manufacturers.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

A. T. CO. CONSOLIDATION LEGAL.

Vice Chancellor Says to Dissolve Trust Would Work Hardship

Vice-Chancellor Pitney, of Newark, N. J., has handed down a decision favorable to the consolidated American Tobacco Co., in the suit brought by one of the stock holders to have the trust dissolved.

The decree is based to a considerable extent upon the point that if the specific performance of the complainant's contract should be compelled and the trust dissolved incalculable injury would thereby be done to scores of innocent stockholders, and the "well nigh impossible task be presented of revivifying the old companies whose existence was ended by the merger agreement."

Such being the case, the question arises, says the Vice-Chancellor whether, admitting to the fullest extent the complainant's legal right, the Court ought to grant him the relief he asks, since it has often been held that the Court will not in all cases grant specific performance, such a decree being in a sense a matter of the Court's discretion.

The suit was one brought by George A. Beling, who held 100 shares of 8 per cent. preferred stock in the old American Tobacco Company before its merger into the present trust with the Continental Tobacco Company and the Consolidated Tobacco Company, in September, 1904. In this merger agreement holders of all preferred stock in the old American Tobacco Company and the other companies were forced to take for their holdings the 6 per cent. bonds of the new company.

It was Beling's contention that the company had no right to substitute these bonds for the old stock without the consent of the owners.

MORE DYNAMITE IN KENTUCKY.

Hopkinsville, Ky., Jan. 14.

An attempt was made last week to destroy the tobacco warehouse and factory of R. T. Lamb, at Princeton.

A charge of dynamite was placed in the warehouse and touched off, but fortunately for the owner of the plant the explosive had gotten damp and did little damage.

Lamb is a prominent independent planter, and it is said a demand had been recently been made on him to compel tenants to join the Dark District Planters' Protective Association. He refused to comply.

—The wholesale and tobacco firms of O. C. Taylor & Co., Burlington, Vt., has been dissolved by the withdrawal of C. L. Soule, who has sold his holdings in the firm of J. S. Flint. The business will be continued under the same firm name at the same location by Mr. Taylor and Mr. Flint.

CIGAR LEAF IN HAWAII.

Can be Grown at a Cost of Two or Two and a Half Cents Per Pound

Washington, D. C., Jan. 12.

The Experiment Station in Hawaii has been devoting attention for several years past to co-operative experiments in tobacco growing with the view of determining the feasibility of cultivating the finer grades of cigar tobacco in Hawaii. Extensive demonstrations show conclusively that artifical shade is unnecessary and that most varieties produce a better quality of leaf when grown in the open.

During the past year natural grown wrapper tobacco of fine texture and body, and filler leaf of mild flavor and good burning quality were produced in considerable quantities. The only point of superiority in the Sumatra and Cuban grown varieties, compared with the Hawaii growth of similar varieties, is in the color, the latter producing a shade that is darker than the market demands. Some of the crop is valued at from $2 to $4.50 per pound, the yield being at the rate of about 1,000 per acre.

It is estimated that if a grower produced on tobacco his own land, under his own labor, the green leaf can be produce at a cost of two to two and a half cents per pound. The advantages of the Hawaii climate for tobacco culture are so apparent that the work is to be continued with the hope of duplicating even the finest grades.

MORE SPACE TAKEN AT TOBACCO EXPOSITION.

U. S. TOBACCO CO.'S EXHIBIT AT LAST EXPOSITION.

The opening of 1907 finds the Tobacco Exposition well under way, and with a large amount of space contracted for. One of the first names to be entered on the Exposition books in 1907 was that of the United States Tobacco Co., of Richmond, Va.

This is one of the prominent independent houses, deeply interested in the independent movement. That they believe in an Exposition for the independent manufacturers is evidenced by the fact that they have contracted for twice as much space at the Exposition of 1907 as they utilized in 1906.

This firm has decided to have its entire force of salesmen in attendance throughout the two weeks of the Exposition, to welcome their legion of friends in the trade who will be present from every part of the country. An attraction will be their Mr. Stubbs, who, Providence permitting, will be in attendance to make his bow and smoke with his many admirers.

Another firm which has closed contracts for space is that of Kaufman Bros. & Bondy, pipe manufacturers of New York, who have taken more than three times as much space as utilized by them in 1906, and have decided upon a magnificent exhibit. Their booth will be one of the attractive ones of the Exposition and the goods exhibited will be comprehensive of the large and varied line of pipes made by this house.

LICORICE COMPANIES GUILTY.

U S Circuit Court Says Illegal Combination Was Formed.

New York, Jan. 12.

The United States Circuit Court has found guilty of forming an illegal combination and being a monopoly the MacAndrews and Forbes Co., and the J. S. Young Co., who with Karl Jungbluth and Howard E. Young were charged by the Government with having conspired and combined to monopolize the licorice paste business in the United States. The individual defendants were acquitted on all counts, and the corporations on a charge of conspiracy. The attorney for the defense moved for an arrest of judgment and asked for a stay.

The jury returned its verdict after four hours of deliberation.

Judge Hough pointed out that a general verdict of not guilty would mean that all the defendants were acquitted of all the acts alleged in the indictment, while a single verdict of guilty would conversely make each defendant guilty upon each count. He warned the jury also that the case was one of the greatest importance, involving the question of inter-State commerce and explained at length the Sherman act and what might constitute a violation of it.

Judge Hough then reviewed the evidence in detail, laying a special stress upon the secrecy with which it was alleged a combination had been formed. He also reviewed the closing arguments of both the prosecution and the defense.

The trial has already extended over three weeks. Much of the evidence introduced has been of a documentary nature, the Government presenting more than 275 exhibits, consisting of private letters which has passed between the various defendants in relation to the licorice paste industry.

In summing up Mr. Taft, representing the Government as Special Attorney General, called attention to this decision of the Supreme Court in answer to Mr. Nicoll's charge that the seizure of the private records, correspondence, and papers, of a corporation, was an outrage.

"It is at least an outrage permitted by the highest court in the land for the good of the community," he declared.

Again, in reply to Mr. Nicoll, who charged that, while the Government was the nominal prosecutor, the trial had had its real inception among the independent tobacco men of the country, who hoped to learn the secrets of the Continental Tobacco Company, Mr. Taft denied flatly that independent manufacturers had instituted the prosecution.

De Lancey Nicoll for the defense declared that all men have the right to protect their business interests and the defendants, he said had done no more than that.

$17,000 will buy outright the plant, stock, fixtures, good-will, etc., of one of the best and most complete Cigar Factories in the heart of Philadelphia, doing a large business. Present working organization willing to run the business under new control. Have on hand over Ten Thousand Dollars worth of Cigars and Tobacco. Address H. P. H., care of The Tobacco World, 224 Arch Street, Philadelphia.

MUTILATED PAGE INTENTIONAL SECOND EXPOSURE

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia

FOUNDED 1855

John T. Dohan — SELECTED D&T VUELTA ABAJO — Wm. H. Dohan

FLOR de D&T

DOHAN & TAITT

Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco

VUELTA ARRIBA

107 Arch St. PHILADA.

K. STRAUS — A. LOEB

K. STRAUS & Co.

IMPORTERS OF

301 & 303 North 3rd St.

PHILADELPHIA.

Established 1825

L B S

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

AND PACKERS OF

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

Benj. Labe — Jacob Labe — Sidney Labe

BENJ. LABE & SONS

IMPORTERS OF

Sumatra and Havana

Packers and Dealers in **Leaf Tobacco**

228 North Third St., Philadelphia

Julius Hirschberg & Bro.

Importers of Havana and Sumatra and Packers of Seed Leaf

Tobacco

125 North Third St., Philada.

LEOPOLD LOEB & CO.

Importers of **Sumatra** and **Havana**

and Packers of **Leaf Tobacco**

306 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in

Importers of **SEED LEAF** **TOBACCO**

HAVANA and **SUMATRA**

111 Arch Street, Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N. Y.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

The Empire Leaf Tobacco Co., Ltd.

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St., Phila.

J. S. BATROFF

224 Arch St., Philadelphia

Broker in LEAF TOBACCO

E. A. CÁLVES & Co. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. The Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the Presidency of the Rebublic: dark blue.

The Old Salesman's Musings.

WHAT IS YOUR METHOD?

I've been hunting about for a good subject with which to start the new year, and I've finally decided on advertising.

Now I want you to understand that I don't claim to be any great shakes on advertising like the professional experts, but I've been around for a good many years, I've watched firms succeed and fail, I've noticed what style of advertising seemed to succeed and which fell flat and I figure out that I've got a right to have an opinion anyway.

You can take this for only my opinion and if you think it's a good one you're welcome to adopt it; if not, just cuss me again and let it go at that. I am talking for the benefit of those who are advertisiing at this time or who are going to begin right away or soon. The fatuous ignoramus who says he doesn't need to advertise, isn't included.

In the first place, I want to say that I think a lot of money is wasted on advertising. I don't mean that too much is spent, although that may be true, too, but that too much is spent carelessly and in a way which does not begin to bring the proper return.

There is a right way and a wrong way to prepare printer's ink advertissing, or any kind of advertising in printed words. If that were not true, the thousands of advertising experts who maintain handsomely furnished offices and make big money, would starve to death. They couldn't keep up a bluff very long, for their customers would have to get results to be willing to continue paying them money.

I have often noticed that sometimes after a long period of consideration a firm will decide to begin advertising. The man who is delegated to attend to the matter will make a few contracts with publications. Then, the chances are that at the last minute he will throw together a few stilted wooden lines and the firm name, and pass it over to be used as copy.

In my opinion, he might just as well have decided not to advertise. There is precisely one class of advertisers who can afford to fall back on their name, or the brand name of their goods and make their advertisement out of it. That class is made up of the firms who have built up a solid market for their goods, so much so, that the strongest thing which can be advanced is the name.

This is so of certain brand of hats, gloves, food products, etc. And to come into the cigar trade, it is so of a firm like the Eisenlohr people. A certain amount of territory is covered in the sale of the Cinco. Throughout that territory, the desired publicity is obtained by exploitation of the word Cinco alone. It would be folly to adopt any other method for the same reason that it would be folly after running for and catching a street car, to continue running up and down the aisle of the car.

But the majority of advertisers are not in this position, but must make their advertising copy do just as much missionary work as possible. When such a concern, then, pays for an advertising space, it should see that the ad. talks just as forcibly as it can. Suppose you were turning the pages of a publication, and came across an ad. reading:

LEANDER REYNOLDS
Maker of
Clear Havana Cigars
236 West Poplar Street, Philadelphia

and you were not at all familiar with Leander Reynolds, his name or business, can you think of any reason why you should hunt him up? Or perhaps you buy leaf tobacco. Suppose you came to an ad. like this:

SMITH & BAYLES
Importers and Packers of Leaf Tobacco
Philadelphia New York

Would that make you want to buy any leaf tobacco of these people unless you had been to all the places you knew?

What I don't see, is why the space should be wasted, when the advertiser can just as well put in some tell-

(Concluded on page 7.)

A Good Pair to Go On . . .

Two of Our Popular Five Cent Brands.
Our Goods are Made of Best Selections,
Made Carefully, and Made to Duplicate.

Wolf, Neff & Co.

RED LION, PA.

W. B. HOSTETTER & CO.

PACKERS and DEALERS in

LEAF TOBACCO

Georgia Wrappers Packed Like Sumatra

We Make **SCRAP Filler, Ready for Use**

York, Pa.

E. A. CALVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

THERE is no style of window dressing which attracts more attention of smokers than that filled with packages all of the same brand. If it is a handsome package, all the better, but there is something in the very monotony or rather uniformity of the display which seems to draw irresistibly the eye of the user of such goods.

And as such eyes are the only ones which need to be drawn, the store is likely to benefit in a material way. If it is a new piece of goods, of course the sale will be much stimulated, but even if it isn't sales on the article will usually spring up surprisingly. It is just as well not to fill the window this way with the best known brands, for the reason that it is unnecessary advertising.

But to put in a good looking piece of goods with the price set around so that it can easily be seen, is to attract a special run which ought to pay nicely. The writer knows for a fact that such a window gives the appearance of offering a bargain whether such is the case or not. No matter whether the goods are being offered at the regular prices it will seem like a special sale, and many will take for granted that it is also a special price.

They may enter the store, then, for two reasons, either to try the attractive looking goods with which they had not been familiar, or because they scent a bargain. After they are in, it is very improbable they will go out without buying.

Remember even if you are not having a special sale, you can gain a certain amount of extra business by making it look as if it were a special sale. That does not mean to make misstatements, though.

• • •

MONEY-EARNING KNOWLEDGE.

IF you, as a retailer, were put through an examination on the proper care of stock, including a complete set of questions as to how different grades of cigars should be handled so that the consumer will get them in the best condition, do you think you could pass?

A Chinaman learns how to iron shirts before he learns how to make change in American money. Doubtless he considers that unless he has the first accomplishment he will have no need for the second.

A great many cigar and tobacco retailers start in with the knowledge of making change as one of their most important assets. They order goods, the goods arrive, they are unpacked and put in the show case or on the shelves, they are sold, if there is any call for them, and the retailer takes in the money. This goes on as long as his luck stays with him.

But every old and experienced retailer will tell you that there is a certain precentage of injury to stock caused by every green clerk, which will continue until the clerk learns better.

It is up to every dealer who is in business in earnest to learn all there is to learn on how to look after his goods. It is comparatively easy to take the edge off fine, imported goods, it is easy to allow stock to get too dry or too moist and sell the goods while they are in that condition, it is easy to lose flavors, temporarily, so that the customer, while not knowing exactly what is the matter, will feel that the stuff he buys at your place is never so good as the same brand or brands at another store.

Don't rest until you have learned how each kind of goods should be treated. When you are thus qualified, you are prepared to make capital of that knowledge. Get out a sign in a prominent place reading something like this:

> "A cigar tastes good or bad according to the way it is kept. The best cigar will be flat if it isn't handled right. We have made a study of this end of it, and the cigar you get here will be in condition."

If you are prepared to make good on this you will find that you are offering an attractive inducement and one which will bring a very desirable class of trade to your place.

• • •

PEOPLE IN GLASS HOUSES.

SOME dealers seem to labor under the delusion that to be continually on the defensive when they are being offered something for sale, argues them to be smart and shrewd business men. An agent or salesman will come into the place and mention what he has to snow.

"Never heard of it, don't know anything about it and don't care to know."

This is the exact answer that was given a man by a Philadelphia dealer a week or so ago, and because the salesman was moderately persistant in trying to get a hearing, the dealer became almost insulting. One might have thought he was talking to an obnoxious peddler.

It is possible that some men put on that manner, because they know they are easy marks if they once consent to look at an article, but others do it because they think they are cunning. "I'm no fool," one of the sort said, "I know what I want to buy and why I want to buy it." He didn't know exactly what he meant but it sounded big.

It's all right to know what you want, but you can't know it, until you have got a bird's-eye view of what there is to have. To turn down so many things without a hearing not only prevents a man's stock from representing the market, but makes enemies for him needlessly. What's the use of roiling a man who is likely to be in a position to knock you?

And if a man is at all fair minded, there is another way to look at it. Suppose every man to whom he tried to sell goods were to act in the same way. For instance, he might offer to show some box goods to a customer who had bought a couple of cigars. Suppose the man were to act as if he thought the dealer was a suspicious character trying to sell him a gold brick.

The dealer would feel much aggrieved and would certainly feel that he was being treated unjustly. The boot is on the other leg, but it's a poor rule that wont work both ways. People who live in glass houses should certainly refrain from throwing stones, and as long as he gets his living by selling goods to other people, the dealer ought to have decency enough to treat civilly others in the same boat.

• • •

A RESURRECTION.

THE writer was passing along a street the other day, which he usually traverses several times a week. His eye was arrested by a shop window, and looking at it, he saw that it was something new. He tried to think what had been there before, and it was a minute or two before he recollected that there had really been no change in the character of the store, which had been a cigar store all along.

The change was in the appearance. The front had been brightened up with paint, all the old stuff had been torn out of the wndow, and fresh stock put in, and the general effect was as of an entirely new enterprise being started there. It was learned that the old man had sold out to a fellow who is evidently more enterprising, for as long as the writer can remember there had been no change in the window that can be counted a real change. Such being the case, he had passed the store without noticing it so often that he had forgotten its existance, and thus was at a loss when the renovated front made its bid for attention.

The retiring retailer was asleep. It's a wonder he lasted as long as he did. See that you don't get to nodding.

• • •

A BOOST FOR THE CIGARETTE.

THE following letter which recently appeared in a New York daily paper will be suitable to embody in your advertising literature such as you should issue to your customers from time to time:

"The frequent tirades published in the newpapers in regard to the evils of and crimes due to the use of cigarettes is tiresome to say the least. I have smoked them for nearly sixty years (next August I will have reached my eightieth birthday), and those who know me will testify that I am a pretty vigorous man. I smoked for the first twenty years of my smoking career Havana cigarettes. Since then I have made my own, using a well known brand of granulated tobacco and the best brand of so-called rice paper. I have averaged twenty cigarettes daily, and yet in actual weight of tobacco used it is less than two medium sized cigars.

"The folks, including doctors and clergymen, who decry smoking do not know what they are talking about. I have been immune from smallpox, yellow fever, and all contagious diseases, and I attribute it to the use of cigarettes. The Scriptures command us to 'burn our idols' and I am obeying the injunction to the letter."

TOO STARTLING

A CERTAIN New York dealer recently framed up a window display which was startling enough to attract attention, but which in the writer's opinion, was a little too much straining after effect.

The bottom half of the window was fairly well filled with two pyramids of a certain brand of goods. In the centre was a miniature door, from the knob of which was suuspended a piece of crepe. There was also a sign, reading:

SACRIFICED!
The Old Price is Dead!
These are Ten Cent Straight Cigars—
We're selling them Now
Four for a Quarter.

There is probably no doubt that this attracted attention, but the symbol of respectable death is hardly the thing to be dragged in for advertising purposes. There are few things sacred in this modern world, but death is still supposed still to be one of them.

• • •

GOOD RESOLUTIONS.

DEALERS in some cities are declaring that their business is temporarily affected by New Year swear-offs to the extent of at least ten per cent. One dealer said:

"There were five of my steady customers in here today. They smiled in glee and said, 'No, I don't want to smoke; I've quit.' But I will laugh last," he added. "I give my most stubborn quitter three months' time. He'll be back by that time."

Another dealer says that "good resolutions are prompted in the smoking line by economic reasons. "Just after the Christmas holidays", he said, "any resolution that will save money for a fellow is regarded as a good venture. That's why so many quit smoking. But they all come back. Loss runs about 10 per cent. It's one of the ups and downs of the business. They smoke all the harder when they break the resolution."

• • •

TO DOLE OUT MATCHES

A CANADIAN invention has been put out which should be welcome to the small dealer at least, and in fact to anyone whose customers have a too thorough belief in the saying that "Heaven helps them who help themselves." The device regulates the supply of matches. In some stores the customers have to depend on the cigar lighter, while in others a box of matches is kept on the counter.

In the latter case some dealers complain that when so many customers help themselves to a generous handful of matches it neutralizes the profit on a small sale. The invention is a machine which holds a large supply of matches which are delivered automatically one at a time, merely by the pressure of a lever. This makes it necessary for a too greedy customer to do a lot of work before he can get a handful. The inventor claims that with his machine one box will go as far as ten used to.

Gieske & Niemann, Packers & Dealers in Leaf Tobacco
No. 204 South Charles Street
Baltimore, Md.

THE OLD SALESMAN'S MUSINGS

(Concluded from page 5.)

ing sentence or expression that will give his ad. individuality, direct the eye of the reader to it and earn his attention, if he has any excuse for earning it.

Every man knows what he has to sell, and if he doesn't himself know why he ought to be able to to sell it, he has somebody around the place who does know, or else he wouldn't be able to conpete in the open market very long. If a possible customer walked into your place and asked to be shown why he would be doing a good thing for himself by handling or buying your goods, you would be able to tell him without any trouble, wouldn't you?

Of course you would have a longer time to do it in and you could present as many arguments as you wanted to or thought of. But you wouldn't dream of saying: "Well, you should buy of me because I am John Jones and I manufacture all grades of cigars."

Suppose the same man came into your place, asked the question and added that he was in a hurry and had time to listen to only one or two reasons. Which ones would you give him?

You'd give him the ones that you think would hit him the most forcibly, and they're the ones you should give him in your advertising space.

But there is a possibility of going to the other extreme, and in my judgment you see more of it every day. You'll see advertisers making statements, some of which couldn't possibly be true, some of which are extremely improbable and some of which are highly extravagant, but could not be disproved unless somebody wanted to take a lot of trouble.

One man says: "Our goods are made of the finest leaf ever grown." Another, "Our five cent cigar, made entirely of Havana, is equal to any ten cent cigar on the market." A manufacturer may declare that: "We have no hesitation in making the claim that our goods are the superior of any in the market at the same price." "Perfection," is a favorite word and more and more advertisers are dealing in nothing but superlatives.

Whenever I see an ad. like that I always feel like going out of my way to avoid buying the goods advertised, whether it is cigars or socks. There's a candy manufacturer who advertises in the street cars, and has a card bearing a fac-simile manuscript sentence over his signature, to the effect that he knows his stuff to be the best made.

How does he know it? Has he been in every other factory in the world? Is he acquainted with every other formula and recipe? Certainly not, and so, to anyone who stops to think, such a statement is so much hot air. He may know that he buys the best materials he can obtain and employs the most skillful labor he can find, and if that is so, why doesn't he say so, instead of making a statement which couldn't possibly be true?

It is a fact that a certain class of people will believe almost anything it sees in an ad. but I think that class is growing smaller every day as the public becomes advertising-educated. You can make your bald statements and assertions of great facts, but you'll carry more weight if you'll confine yourself to statements which will attract and yet which the consumer has some chance of proving in his own mind, or becoming reasonably certain of.

Supply the consumer with reasons, and the thinking customer will believe and trust you. Claim everything on general principles, and you catch only those whom you are able to hypnotize or bluff.

THE OLD SALESMAN.

PHILIPPINE BILL HAS NO CHANCE.

So Thinks Correspondent Who is Close in Touch with Capital Matters.

Washington, D. C., Jan. 12.

The Washington correspondent of the Chicago Tribune thinks the Philippine bill is doomed to extinction as he sees no probability at all that the Senate will consider it. He writes:

Some of the best friends of the Philippine tariff bill admit that its condition is now hopeless. There seems no disposition in the Senate to take it up at all. It was strongly urged by the President and Secretary of War and it has been commended almost universally by newspapers throughout the country.

In spite of this fact the beet sugar trust have had their agents at work so industriously and they have cooperated so skillfully with the disciples of high protection here that it is almost impossible to secure any respectable following for the Philippine bill in the Senate.

The committee is not favorable and there is no chance that the bill can be brought up in the Senate without a committee report. It is possible to discharge the committee from consideration from any particular measure but this can be done only where there is an overwhelming majority in favor of such an act and when it is evident that the committee is standing in the way of the manifest sentiment of the Senate. This is not true in this case, and there is no prospect of the passage of a resolution taking the Philippine bill out of the hands of the committee in which it is now peacefully slumbering.

The opposition to the Philippine bill has never ceased. Instead of free trade the adminstration has been glad to compromise on the proposition to impose 25 per cent. of Dingley rates on sugar and tobacco coming from the Philippines. Even this, however, proves impossible to accomplish and the vested interests which are so powerful in the Senate have hit the Philippine tariff bill so many blows that even its friend and champion, Mr. Lodge, admits that it is dead for this session at least.

—The Workingmen's Co-operative Stogie Manufacturing Co., of Cleveland, has been incorporated with a capital of $5,000 by Isaac Baskind, Max Burcus, Elias Gordon, Edgar A. Hahn and Margaret Roche.

Established 1895 Telephone Connection
T. L. ADAIR
Manufacturer of
Fine Cigars
Red Lion, Pa.
Special Lines for the Jobbing Trade

SIGNS!
Designers, Printers, and Lithographers of
CLOTH, ROPE FIBER and CARDBOARD SIGNS, AND PAPER POSTERS.
In Weatherproof Colors
We have Something New In FOLDED EDGE SIGNS.
UNION LABEL on Work When Desired
We Furnish QUALITY AND SERVICE
Write for Prices and Samples
THE MASSILLON SIGN & POSTER CO.
MASSILLON, OHIO.

GEO. W. BREMER, Jr.

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THE Only Up-to-Date Case; used by the largest packers; saves you one-half cost and labor previously used with the hundred year old common case.

G. H. Rumrill, of Janesville, Wis., sampled 322 cases in nine hours, with the help of three men.

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Importer of SUMATRA and HAVANA

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Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

LAST YEAR'S RECEIPTS AND SALES IN HAVANA

Carefully Compiled Figures Showing What Happened in the Market in 1906 Compared With 1905. Outlook for the Coming Crop is Still Bad.

Special Correspondence of The Tobacco World.)

Havana, Cuba, January 7, 1907.

One week in the new year has gone by, but as far as our market is concerned no activity has beer perceptible as yet, and transactions are still very limited.

A few manufacturers from Tampa and Key West have arrived, partly for the purpose of examining some old holdings which are still stored here, as well as to find out something about the growing crop from a personal inspection of the country. If they had desires to purchase largely they would soon come to the conviction that this would be an almost impossible task, as the holdings for the clear Havana cigar industry have never been as low as this year.

I herewith submit the statistics of last year as regards the receipts and sales, which show that there are only about 25,000 bales of all kinds of leaf in the hands of our Spanish dealers, which consist principally of Remedios tobacco. I have also calculated the 1906 crop to have consisted of 294,000 bales, which compared with the year 1905 shows a shrinkage of about 35 per cent.

As it is impossible to get the exact figures, the readers of The Tobacco World will please make allowance for any discrepancies, although I have been taking pains to verify the stocks on hand, by personally inquiring at all our warehouses.

	Bales	Bales
Jan. 1, 1906, Stocks on hand of all kinds of leaf, in the first hands only, of the dealers at Havana	46,856	
Receipts of tobacco from the country at Havana from Jan. 1 to Dec. 31, 1906, by railroads, steamers or sailing vessels	279,089	
Receipts of tobacco during same period by carts including bundled tobacco estimated	10,000	
Re-importations from the United States and Germany estimated	7,500	
		343,445
Sales as reported by me from Jan. 2, to Dec. 31, 1906	239,063	
Number of bales received by manufacturers direct from the country, partly re-imported by a few American exporters all of which did not enter in the weekly reported sales, estimated	79,382	318,445
Balance of stocks on hand of all kinds of lea Jan. 1, 1906		25,000

The 1906 crop of the island of Cuba can now be estimated as follows, viz.:

Receipts from the country by railroads, steamers and sailing vessels, Jan. 1 to Dec. 31, 1906	279,089
Receipts by carts during the same period	10,000
Re-imported from the United States and Germany (the latter partly perhaps of 1904 and 1905 crops)	7,500
Estimated stocks in hands of farmers Vuelta Abajo and Partido	1,491
Eastern end of island partly in hands of farmers or dealers, as well a such quantities which were exported direct from such ports as Santiago de Cuba, Manzanillo, Gibara, Ciabarien and Cienfuegos, estimated	10,000
	308,080
Less received in 1906 up to April 1, 1906, from the 1905 crop at Havana	14,080
Total crop of the island of Cuba in 1906	294,000
Crop in 1905	483,000
" " 1906	294,000
Shrinkage or about 39 per cent. in 1906	189,000

	1905 Round Numbers	1906	Shrinkage	Per Cent.
	Bales	Bales	Bales	
Vuelta Abajo	265,000	138,342	126,658	48
Semi Vuelta	25,000	12,689	12,311	50
Partido	58,000	42,089	15,911	27½
Remedios	120,000	92,001	27,999	23½
Mayori, Yara, Gibara and Manicaragua shipped from Cienfuegos	15,000	8,879	6,121	40
Total	483,000	294,000	189,000	

The outlook for the coming crop is still bad, as excepting a few local light rains, the country is still suffering from the prolonged drought, and unless relief is afforded by some plentiful rainfalls, it will be an established fact that the 1907 crop will be smaller than the 1906. On the other hand if rain falls during this week there is still hope of harvesting perhaps a medium sized crop.

Real frost was a phenomenon which occurred last month in the Santa Clara province, killing in some places quite a number of the young plants. While we have had hoar frost some years in the Santa Clara province, I think, that this is, however, the first year where real black frost has caused damage to the

ESTABLISHED 1844

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HAVANA, CUBA.

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MANUFACTURERS OF

The Celebrated H. UPMANN Cigar Brand

FACTORY: PASEO DE TACON 159-169

OFFICE: AMARGURA 1 HAVANA, CUBA.

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Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

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Proprietors of famous **Lowland Vuelta Abajo Vegas**

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Cable: "SODECIO." HABANA, CUBA.

Lewis Sylvester & Son

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Manufacturers of the Celebrated Brands,

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SOL and LUIS MARX

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Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

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Monte 114,

(P. O. Box) Apartado 270. Cable: ZALEZGON. Habana

JOSÉ MENENDEZ

Almacenista de Tabaco en Rama

Especialidad TABACO de PARTIDO

Vegas Proprias Cosechado por el

Monte 26, Cable: "CAMOENS" Habana, Cuba

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JORGE & P. CASTANEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido. Corner Dragones Street, HAVANA

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The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Co.

Proprietors

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Cable: CIFER. Habana, Cuba

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Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

Cable:—ZAIDCO HABANA, CUBA.

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123,

Cable: ONILEVA. *Habana*

SUAREZ HERMANOS,

(S. en C.)

Growers, Packers and Dealers in Leaf Tobacco

FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA.

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: Vuelta Abajo and Partido

Warehouse and Office, 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSCAYRO." Correspondence solicited in English

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HENRY VONEIFF F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

Packers and Exporters of LEAF TOBACCO

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Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

EVARISTO GARCIA JOSE M. GARCIA

J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128, Cable: "JOMAGARCIA" HABANA, CUBA

vegetation in some of the exposed places.

Dealers who are holding stocks are very firm, some even refusing to name prices and believing that the latter can go still higher. To this I beg to take exception, as the limit must already have been reached, and while prices may stay up, I don't think they can go any higher unless the 1907 crop is a total failure.

Sales

I have heard of only one transaction of 380 bales of Vuelta Abajo which was sold by J. M. Garcia & Co. to several local cigar and cigarette manufacturers. There may have been a few more small sales, but they are so insignificant that I have not taken any note of them.

Buyers Come and Go.

Arrivals: Felipe Rodriguez, of Felipe Rodriguez & Co., New York and Havana; G. W. Nichols and A. Artolozaga, of G. W. Nichols & Co., and Luis Martinez, of Luis Martinez Havana Co., Key West; Jose Maceras, the rich planter of Camajuani.

Departures: Jose H. Cayro, for Key West.

Havana Cigar Manufacturers

still have sufficient orders to keep their factories running with full forces; the problem for them, however, is whether they will be able to buy sufficient leaf this year to fulfill their orders, and only those who possessed ample means, have taken time by the forelock and have stocked up enough, are now in a position to look more calmly as regards the coming crop. That some of the manufacturers will have to raise their prices seems also a foregone conclusion, although the keen competition existing may possibly prevent a concerted action from being taken.

H. Upmann & Co. shipped 650,000 cigars last week, and as they hold excellent orders from the United States, Great Britain and Germany, they were compelled to seat even more cigarmakers this last week. They have shipped 6,000,000 more cigars in 1906 than in 1905, which shows an increase of about 40 per cent. in the business of the H. Upmann factory.

Partagas is fortunate enough to hold sufficient stock of leaf, which will last this factory at the present rate for the next ten months to come. Cifuentes, Fernandez & Co., have had a fair enough year as their orders were principally for high priced sizes.

Por Larranaga, Sol, Ramon Allones and Eden are all working with good forces, and cannot complain as far as the amount of the orders received, is concerned.

SALESMEN THRONGING BOSTON.

Most of the Buying, Though, Not for Immediate Shipment.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., Jan. 13.

Visiting salesmen have been here galore this week and from the number of advance post cards received from salesmen, there will be another bunch here this week. The wholesalers report trade good but are not buying much for immediate shipment, as the most of them will take inventory on or about February first, and most of the orders placed are to be shipped after that date.

The wholesalers and retailers are pushing off odds and ends left over from the holiday purchases at reduced prices to clean out and make room for spring purchases. Fine amber and meerschaum pipes especially are being offered at low prices and the same can be said of cigars packed in fortieths and eightieths.

Trade with the retailer is still slow but the prospect of a good spring trade looks very favorable. Many of our retailers, to dispose of some of their fine meerschaums so as not to have to carry same for another year, are selling many by means of raffling them. The writer had three twenty-five cent chances on one of these pipes in a Tremont street store the other day, and was one of the "also rans."

The cigar manufacturers have started in again; J. F. McGreenery, maker of the Poet and Marksman cigars, is giving away a handsome change receiver to purchasers of the Poet brand and in consequence Poet and Marksman are selling nicely. The Schubert Cigar Co. is working full force, and has over 40 cigarmakers working exclusively on the Schubert Smoker which is more popular than ever here. Van Bushkirk & Bruce have their Van's Special Havana Smoker well placed and the orders coming in by mail keep them hustling. This concern is also doing well with the Stag, a nickel cigar made for them by the Bondy Lederer Co., of New York.

Sig Baum, of the Turco-American Tobacco Co., New York, was in town for a few days and as usual took a good batch of orders.

Sam Frank, of Sam Frank & Co., is here at the American House. Mr. Frank is the first pipe man to arrive since the first of the year.

M. Falk, of the Falk Tobacco Co., is here on his usual trip. Mr. Falk informs me they are building a new factory in Richmond, Va., almost a block long, to meet their increase in business. The Falk Tobacco Co. contemplates placing on the market a Virginia filler paper cigarette to compete with a few brands made by the trust.

Jerry Spillane, American Tobacco Co., is here plugging the Sweet Caporal and Perfection cigarettes and putting out some attractive advertising posters.

The American Tobacco Co. is very active in this territory; at present they have 28 men working the Ramleh cigarette, another crew is out on the Mecca, and another crew on the Monopols many brands. Fore and Aft, a sliced plug, is being pushed to hamper the sales of Larus Bros. Co's. Sensible sliced. Plaza, a 5 cent package of granulated plug cut is also being pushed with vigor.

The United States Tobacco Co., realizing the big demand for Cube Cut tobacco has just come out with a brand called Hunt Club. The package is a very neat one and the wholesalers are each taking in a small supply to see how it will duplicate.

Larus Bros. Co., has at last started to place their Jack of Diamonds on this market and are selling retailers same in 7½ pound boxes and only charging them for 6 pounds.

Advance postals have been received from D. B. Bendheim, of the Metropolitan Tobacco Co., announcing he will reach here on or about the 18th with a select line of pipes.

Geo. Finn, the energetic manager of Mandell's Union Cigar Store at 3 Washington street, is a great schemer, and

(Concluded on page 12)

Established 1834

Independent Vuelta Abajo Factory

POR LARRAÑAGA

Trade Mark Registered

Antonia Lopez Cuervo, Vda. de Rivero

PROPRIETRESS

Antonio J. Rivero. Ricardo E. Rivero.

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P. O. Box 374, HAVANA, Cuba.

Cable Address: Larranaga, Havana

A B C 4th and 5th edition.

Codes used: Lieber's Standard (Ed. Espanola)

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Representatives and Agents in all the Great Cities of the World.

Sole Agent for the U. S.: C. BARRON TAYLOR, 93 Broad St., New York.

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Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100,

Cable: "DONALLES." HABANA, CUBA.

CHARLES BLASCO

Commission Merchant

Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25,

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LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street, HABANA

Cable:—REFORM.

A. M. CALZADA & CO.

Packers and Dealers in Leaf Tobacco

and COMMISSION MERCHANTS

Monte 156, HABANA, CUBA.

P. O. Box. 595. Cable: "CALDA."

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Mendelsohn, Bornemann & Co.,

Importers of HAVANA TOBACCO

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New York Office: 196 WATER STREET

Havana, Cuba: MANUEL SUAREZ y CA., Amistad 90

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A Specialty of HAVANA WRAPPERS and FILLERS at retail. Mail orders promptly filled

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Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

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Telephone, 4027 John.

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HAVANA TOBACCO

NEW YORK. HAVANA, CUBA

Joseph Hirsch & Son

IMPORTERS OF

SUMATRA TOBACCO

O. Z. VOORBURGWAL 227
Amsterdam, Holland.

OFFICE:
183 Water St.
NEW YORK

Cable Address: "HERE."

TOBACCO NEWS OF GREATER NEW YORK

New York, January 14.

Mr. Symons, of the Symons Krauss-man Co., cigar manufacturers 430 East 91st street, makers exclusively of union made cigars, has returned from a trip East, where their Flor de Baltimore, Gladboro and Winifreda are all good sellers.

Ralph Gans, of Gans Bros., makers of the William the Fourth clear Havana cigars, left Monday on a tirp East where their goods have quite a strong hold. Mr. Strauss is at present drumming the State of New Jersey, Phil Kramer is looking after the city trade, and A. S. Frank is in Boston taking orders. Gans Bros. just closed a most prosperous year's business with every indication that this year will be another reord breaker.

Joe Abrahams, leaf dealer and cigar manufacturer corner Maiden Lane and Pearl street, has been presenting his customers with the usual "spicy" calendars, and he generally has to order some more to supply the demand.

Joe Friedman, leaf dealer at 128 Water street, has closed out a nice lot of old Pennsylvania Havana seed B's this week.

Tattle Scott, proprietor of the Iron King Cigar Factory, has just added more cigarmakers to his pay roll.

Quite a sensation in the trade was caused when it was learned that Bader & Co. had sold out their ten cigar stores to the United Cigar Stores Co. Bader & Co., had worked up considerable trade. Their stores were run on the same principal as the United system; they featured their own brands of cigars, cigarettes, tobaccos, etc., and it is a sad blow to the independents that they sold out to the trust.

The Khedivial Co. is rushed with orders for Oxford and Kozack cigarettes and it will take a few weeks before they can catch up with their orders. The Eastern territory is being well covered by their salesmen. Sam Marcuson and Mr. Fishberger are looking after the Boston trade. Charley Bryant is working Lynn and Lowell. F. H. Swick is working Connecticut and Rhode Island and L. Busker is in Pennsylvania.

D. B. Bendheim, of the Metropolitan Tobacco Co., leaves today on his regular trip East.

OUR BOSTON LETTER.

(Concluded from page 11)

always has some special sale bulletin pasted on the show window that is bound to draw in the trade. Mr. Finn has increased the business considerably since he was placed in charge and he has the full confidence of Mr. Mandell who has given him full charge of this branch store.

The new United store, corner School and Washington streets, is nearing completion; it is expected the store will be ready for occupancy about February 10.

S. Simons, formerly manager of the Journal Building branch store is one of the lucky ones; since the first of the year he is now the manager of the 15 stores the United operate in this city. Mr. Simons is well known in the Hub, he has had many years experience in the cigar line having worked from the bottom to the top of the ladder, he is a very capable man, and it does not at all surprise his many friends and acquaintances at his rapid progress.

A novel window display can be seen this week at T. Rosenbaum & Co.'s Milk street store; a regular pipe salesman's trunk is being exhibited in the show window with its trays filled with all kinds of sample pipes, while a show card announces a sale of their drummers' sample pipes at greatly reduced prices.

J. P. Mahoney, the manager of the cigar stand of the Baltimore Dairy Lunch, is still on deck offering his patrons trick cigars, trick matches, trick powders and the latest spring shapes in cigars. John has been quite timid of late in his window displays as the policeman on the beat and he are not on the very best of terms.

George Melhado, the South End tobacconist, has just added a new silent salesman show case to his store, which is of a new pattern and shows up his cigars to better advantage. George is pushing the sale of Worthmore, a 5 cent Boston Londres, and Dunato, a Porto Rican cigar made up for him by the Cayey Caguas Tobacco Co., of New York and Porto Rico.

J. Oppenheim, Eastern representative of the Cayey Caguas Tobacco Co., is expected this week, according to advance cards received by the trade, and it is safe to say he has a bunch of orders awaiting him as usual. The Cayey Caguas Tobacco Co. has educated the people as to the merits of its strictly hand made Porto Rican cigars and by putting out good goods at the right prices has made an enviable success not alone in the New England States, but throughout the United States.

The recent failure of I. H. Goldsmith, a cigar manufacturer with a retail store corner Dover and Washington streets, was a surprise to the trade. Mr. Goldsmith has been in business for the past 30 years and at one time his retail store was regarded as one of the best locations here until a few years ago when the United opened a store almost directly opposite, and last year Mr. Bremer opened a cut rate cigar store on Dover street a block away. Mr. Bremer and another retailer named Robbins on Causeway street, are the talk of the trade, both these people selling the popular brands of all cigars, tobaccos, and cigarettes at such ridiculously low prices that it would take a microscope to see the profit.

Gans Bros.' William the Fourth cigar Havanas are selling as well as ever here. Messrs. Rosenthal Bros. distributors report an increasing sale on the 2 for 25 cents and 3 for 50 cent sizes.

Ben Ali

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

Much has been said in the past of the conditions of the crop at selling time whether it be in the field, in the bundle or packed in the cases. I have in mind an instance of the selling of one crop raised in this vicinity, on which an offer of 14 cents in the bundle was made and refused. This crop was afterwards placed in the hands of O. Belden & Sons to be assorted. It was assorted by day work, and was not to cost more than three cents per pound. This crop was packed last week, and before Saturday evening had been sold for 19 cents, thus leaving the growers about 16 cents in the bundle. In this case the grower was well paid for having his crop assorted. Still this one case does not establish a rule for all growers to follow, but when we consider the case from the buyers' standpoint we must come to the conclusion that there is a profit to be derived from handling and assorting tobacco raised in this valley.

* * * * * * *

I do not believe there has been any better way of selling in the bundle, and when a farmer can sell in the bundle at a fair price the grower should improve the opportunity to do so.

Our correspondents write:

Agawam, Mass.: "Tobacco is nearly all out of the growers' hands. I know of but three lots unsold. The prices paid have been from 22 to 12 cents, in the bundle, an average of about 16 to 17 cents. Plans are being made for an increase of acreage another year."

North Hatfield, Mass.: "There have been no sales this week that have come to my knowledge. O. Belden & Sons are shipping their tobacco in cases to Mr. Miller, of Hartford, Conn., for which they received 21 cents packed." —American Cultivator.

EDGERTON, WIS.

Almost a steady stream of tobacco has been coming to the receiving points in the State during the week and dealers are everywhere accepting their purchases as fast as their storage facilities will permit. Some deductions, however, are insisted on where crops show burn, pole rot or other shed imperfections or where fillers are not removed according to contract. Aside from these instances there is little cause for differences, for the leaf is quite generally in fine packing condition. We learn of no effort being made to lift the remaining fraction of unsold in first hands. The market for cured leaf, too, is featureless, save the usual small trade.

The strongest feature of the whole tobacco market this season has been the prices prevailing for low grades. Even the trash which in most years has been considered of little or no value is eagerly sought after and gradually advanced in price until quoted higher than the filler grades brought earlier in the season, and entirely out of proportion to their value. It is another indication that the "scrap" war is not over.

At the packing points business is moving along as rapidly as the help situation will permit. At some of the warehouses more held is yet needed but these are gradually filling up, and soon everyone will be operated at full capacity.

Shipments, 800 cases.—Reporter.

SCRAP CO. LOSES UNION LABEL.

Tobacco Workers' Union Acts Against Day and Night Co.

Cincinnati, O., Jan. 11.

The union label has been withdrawn from the goods of the Day and Night Tobacco Company, a corporation formed recently by the merger of four independent local scrap tobacco manufactories. Vice-president Anthony McAndrews, of the International Tobacco Workers' Union issued the order alleging that the concern is now controlled by the American Tobacco Company, against which the union men are waging war.

Considerable trade gossip has been occasioned by the resignation of Walter J. Friedlander, of the Day and Night Co., from the secretaryship of the Independent Tobacco Manufacturers' Association of the United States which office he has held for a considerable period. Mr. Friedlander, who was one of the most enthusiastic members of the association has not confirmed the report of his withdrawal, but it is stated to be a positive fact.

If it is true that the trust has absorbed the newly consolidated company, it means that they have wiped one of their biggest scrap rivals from out their path.

DEATH OF PIONEER CIGAR DEALER OF CLEVELAND.

John J. Bergholz, one of the pioneer residents of Cleveland, died at his late residence, 2251 West 53d street, after an illness of three years.

Mr. Bergholz came to America from Germany in 1849 at the age of twenty-three years. Having relatives in Cleveland he came here direct and started in the wholesale and retail cigar business. He has made his home and place of business for the past forty years at Clark avenue and West 53d street.

SPECIAL NOTICE
12½ cents per 8-point measured line

To Manufacturers of Cigars:

If you have any

Cuttings, Scraps or Siftings

to sell, write us.

We are at all times in the market as Cash Buyers of all these products.

EDWIN L. KOPPELMAN CO.
7-6-1h 81 Pine St., New York.

FOR SALE.—Nice lot of 75 hogsheads; good heavy Kentucky broken leaves and scraps suitable for making smoking tobacco. Also, nice old, well sweated, well-sized cigar fillers and wrappers.
Buckner, Dunkerson & Co.,
7-11tf Louisville, Ky.

A CIGAR FACTORY well situated and completely equipped for rent. Or will sell the fixtures separately. Fine suction plant with 63 suction tables, motor, bunching tables etc., etc. Address 125 S. Second street, Phila. 1-9h

LITHOGRAPHIC SALESMAN. Wanted.—Salesman to sell Cigar Labels, Bands, etc., in Pennsylvania; good position for a bright man. Address N. Y. Lithographer, Box 30, care of Tobacco World, Phila. 1-16h

WE PURCHASE Cigar Molds—undesirable shapes—such as No. 16,261, No. 8,832, No. 8,569. Write us, stating what you have and the quantity. Winget Mfg. Co., York, Pa. 12-12tf

ESTABLISHED BROKER desires a good line of Medium Priced Goods. Good business for a good factory. Address J. S., Box 32, care of Tobacco World, Philada. 12-19tf

A. COHN & CO.

IMPORTERS OF

Havana and Sumatra

PACKERS OF

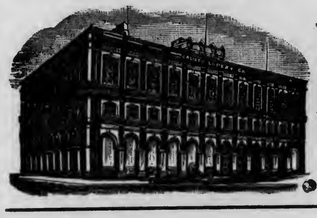
Seed Leaf Tobacco

and

Growers of Georgia Sumatra

142 Water Street, New York

EDEN CIGAR FACTORY



of

BANCES & LOPEZ
HAVANA, CUBA.

Calixto Lopez & Co.

180 Water St., New York

Will receive and attend to orders.

Cigars made strictly of the very best VUELTA ABAJO TOBACCO

Established 1840. Cable "Nasgil."

Hinsdale Smith & Co.

Importers of Sumatra & Havana and Packers of Connecticut Leaf **Tobacco**

125 Maiden Lane, NEW YORK.

EDMUND H. SMITH
ENOS SMITH

JOSEPH HOLZMAN

SUMATRA, HAVANA and SEED LEAF **Tobacco**

185 Water St., New York

Cigar Moisture and Moisture Proof Boxes and Cabinets

BUBECK & GUERIN

Office, Factory and Sample Room

115 to 121 East Thirteenth St. New York

Write for Illustrated Catalogue.

T. J. DUNN & CO.

Makers of the

BACHELOR CIGAR

401-405 E. 91st Street, NEW YORK

JOHN W. MERRIAM & CO.

"At the Sign of the Bull Dog." New York

Real Habana Segar Makers and Importers

Habana Scraps and Cuttings for Sale

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
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PHILADELPHIA, JANUARY 16, 1907.

PATHOS TO NO PURPOSE.

Pathetic editorials have been appearing in numerous newspapers about the country based on the sad situation of the Fillipino struggling for his rights against the obdurate American people.

The plea is made, that if he can only find a market for his sugar and his tobacco he will be fixed for keeps and not have any further worry. According to these lamenting editorials he is calling only for the fulfillment of a promise on the part of the American government. It is all right for the American government, the Republican administration, or whatever you may choose to call the ruling power, to make good its promises, but it should not do so at the specific expense of a certain industry. The struggling Fillipino may be a very sympathy-producing object and it may be eminently desirable for him to be uplifted to an independent basis; nevertheless, if his upliftment means the dragging down to an equal degree, of an American, it were better to recognize selfishness as a legitimate characteristic.

President Roosevelt, Secretary Taft and others of the Philippine enthusiasts have argued ad nauseam that the establishment of their trade would make no difference worth speaking of in the domestic tobacco industry. If that is the case, why is the Fillipino crying to the tobacco and sugar trade to save him? If it would do us no harm to allow him to set down his product in this country for nothing, it would do him no good.

TAINTED MONEY.

There is considerable hot air journeying around concerning tainted money. There seems to be a number of people in the United States, so pure that they must have the pedigree of every dollar they handle; such individuals are merely stopping with us on their way to Heaven as a matter of wholesale generosity. But occasionally there occurs a difference of opinion even in one of the Lord's chosen flocks.

A short time ago, James B. Duke, head of the tobacco trust, feeling a friendliness for the Methodist Church which had provided spiritual consolation for his mother, offered the official board a check for $2,000 to dissipate the seemingly invariable mortgage. The trustee who had the honor or odium of being handed this check took it with considerable glee to the board; what was his dismay to find an influential brother who declared that the money, tobacco earned, was spawn of the devil and could not be accepted.

The brother who had received the check returned it to Mr. Duke with many sighs, and that magnate is said to have remarked, pithily, "If you don't want it, don't take it." The unfortunate part of it is that the brother did want it.

It will be more comfortable for all of us in this world, when we learn that the dollar in its checkered career can accumulate none of its environment.

CIGARETTE HYSTERIA.

The Cigarette hysteria continues in Chicago headed by that justly celebrated lady reformer, Miss Lucy Page Gaston. They have reached the point now, where they have sacrificed Shakespeare and paraphrased the immortal bard to the extent of doping out seven ages for the cigarette smoker.

Mr. Lester Bodine, classified as superintendent of compulsory education, kindly remarked that the cigarette is a sure root to insanity and paves the seven ages as follows:

(1) The Cinnamon Cigarette.
(2) The Cigarette
(3) The Snipe.
(4) Pale and dizzy contrition.
(5) Stogies.
(6) Cigars.
(7) Pipe.

Mr. Bodine's mind evidently works on the Laura Jean Libby order. "You will find the cigarette face in the palace as well as in the tenement," he remarked eloquently. "You will find in that beautiful maze known as society, women of fashion whose dainty lips hold cigarettes." Could anything be more alluringly and picturesquely awful than this indictment? The only thing in this parade of distressing facts is the length of time it takes for the unfortunate victim to progress from the cinnamon cigarette to the pipe.

A MILLION DOLLAR TOBACCO FIRE.

Factory and Warehouse Buildings of the S. R. Moss Company, a Lancaster, Pa., Destroyed Friday Morning.

VIEW OF THE RUINS.

Lancaster, Pa., Jan. 12.

One of the largest fires which has happened in the trade, occurred in this city yesterday morning, and destroyed the factory and warehouse of the S. R. Moss Cigar Co., causing a loss which Mr. Moss estimates at three-quarters of a million. It was a long time before the flames were under control and considerable of the firemen's work was devoted to saving the near-by buildings. As it was, a large warehouse of the American Tobacco Co., and several other tobacco houses had extremely narrow escapes.

The buildings of the S. R. Moss Cigar Co., are situated at Lemon and Prince streets and the factory and warehouse were separated by a narrow driveway. The fire was discovered in the former building about half past five in the morning and as there was some delay in getting an alarm in, the flames were well under way before any of the fire apparatus had arrived.

It was only a short time before the factory had caught and was blazing fiercely. The firemen worked desperately but had no chance against the inflamable material which was in the building and the big start which the fire had already made.

On the north side of the warehouse is a brick warehouse owned by M. H. Engle and occupied by the American Tobacco Co., and for a time it looked as if this was in great danger. Sheet iron shutter and a slate roof, however, prevented much damage being done. On the opposite side of Lemon street are the warehouses of Morris Levy (the United Cigar Mfrs. Co.,) Kramer & Goldberg and John F. Brimmer, which were within the danger zone and saved by the alertness of the firemen.

After burning for about two hours, the walls of the Moss building fell with a great crash, and after that there was nothing to be done but to continue to guard the nearby establishments. The only plausible cause which can be assigned for the fire was the crossing of worn electric wires.

The plant was one of the largest and busiest in Lancaster. At least five hundred hands were employed, who will be glad to hear the enterprising announcement made by the company that there will be a resumption of operations in a week or so. This will necessitate untold hustling on the part of the office and executive staff, but every effort will be made to bring it about.

The factory building was five stories in height with a basement. Every floor was occupied, and it was a particularly well arranged plant. The building was made of brick and iron but there was considerable interior wood work. It was built only a few years ago. In the basement of the building was the casing and stripping department, and on the first floor were the firm's large offices, and the shipping department. On the second floor was the stock of tobacco ready for manufacturing. On the third floor were the suction machines, and on the fourth and fifth were the hand workers. The building was thoroughly equipped on every floor for its purpose, and in it was the latest improved machinery of many kinds used in the manufacture of cigars.

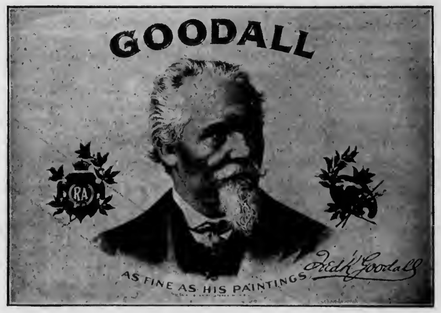
The warehouse had four stories and was well filled with leaf tobacco and cigars. The building was used for storing and re-sweating tobacco and was erected about four years ago at a cost of nearly $40,000. The building and contents were completely destroyed and lying under the ruins is all that is left of a fine assortment of leaf tobacco which was to be used during the coming year. Of course if any of this is left it is completely ruined.

S. R. Moss, president of the company, which was incorporated two years ago, estimated his loss at about $750,000 on which there is the following insurance: With Eckenrode & Myers, $2,500 on factory and $11,000 on contents; $7,500 on warehouse and $29,000 on contents; with Samuel Bausman, $3,500 on buildings; with Allan A. Herr, $30,500 on stock; with John D. Bausman, $2,000 on contents; with A. V. Landis, $21,000; with I. H. Herr & Bro., $3,000; with Widmyer & Prangley, $125,000 on buildings and contents; with Lancaster Real Estate Company, $5,500 on contents of factory; $1,500 on warehouse and $68,500 on contents; with H. M. Howell, $52,000 on buildings and contents. This makes a total of $362,500 insurance.

—The Coleman-Lowe Cigar Company, of Fort Worth, Tex., has branched out and is including wholesaling in its line of business now, where formerly it was a retail cigar store. It has been incorporated this year.

W. A. LAHR

Wholesale Cigar Manufacturer



Red Lion, Penna.

Get our prices, and make a fair comparison with those of other factories.

Correspondence invited with the Wholesale and Jobbing Trade.
Samples Free to Responsible Houses.

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

1903-4-5 Zimmer Spanish, 1905 Gebhardt, 1905 Dutch, 1905 Connecticut, etc.

Porto Rico Cigar Co.
Red Lion, Pa.
WHOLESALE CIGAR MANUFACTURERS
Major Paul
Lord Selkirk
Arrow Point
5c.
Tom Lewis—2 for 5c.
Wholesale and Jobbing Trade Only

El Ono
Union Made
5-Cent Cigars
are as Good as Cigars Can be Made
Chas. A. Oberly, Maker
LEBANON, PA.

Wisdom on the Label
Wisdom in the Cigar

A 5c. Smoke that is so Good It is Bound to Repeat

Ohmit & Kraft
East Prospect Pa.

Cigars of Quality Sell and Repeat.

Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of High Grade Cigars Exclusively.

"A Wonderful Nickel's Worth"
That's What the Consumer Says About
The FERNSIDE
For He Gets That Rich Taste and Aroma Looked For in a More Expensive Cigar
Let us send you Samples of this Steady Seller
GEO. W. PARR, Littlestown, Pa.

THE NINTH DISTRICT'S BIG OUTPUT.

763,700,000 Cigars, 398,967 lbs. of Scrap, 481,000 lbs. of Smoking Tobacco, and 4,000 lbs of Snuff.

Lancaster, Pa., Jan. 14.

There is still no great change in the condition of the local leaf market, although a somewhat larger volume of business is reported to have been done during the past week than for some weeks previous. The fact that manufacturers are continuing to have good business is highly encouraging to the leaf dealers, who now feel more than ever confident that sooner or later there will be a good demand for all the leaf tobacco available.

A good deal of comment is still heard regarding the immense output of the Ninth District during 1906—763,700,000 cigars produced by the 2,377 factories in the district. There was also manufactured during the year 398,967 pounds of scrap smoking and chewing tobacco, by the 93 factories, but the largest one of which is in York. To do this there was used over 31,000 pounds of licorice paste, a considerable, if not not major, portion of which came from the convicted licorice trust or its agencies. It also required 38,000 pounds of sugar and 8,000 pounds of other material.

The output of smoking tobacco in the district during the year footed up 481,000 pounds, while 4,000 pounds of snuff were produced. The principal snuff factory in the district is located in Lancaster city.

Deliveries of the new crops are being steadily made, and one hears of comparatively few kicks. The greatest trouble appears to be in cases where purchases were made on a sliding scale of a certain amount for wrapper goods and a certain smaller price for filler grades, in some of which cases there appears an unusually small percentage, if any, filler.

JANESVILLE TOBACCO MEN INVEST OVER $2,000,0000 THIS YEAR.

Janesville, Wis., Jan. 12.

At a meeting of the Twilight club, F. S. Baines, a prominent tobacco dealer and former mayor of the city, stated that more tobacco is packed by thirty dealers in Janesville than in any other city in the United States, except Lancaster, Pa. One fourth of the licensed dealers in Wisconsin reside in Janesville, and they will invest as follows in the 1906 crop of leaf: In the leaf itself, $,2,000,000; labor, $140,000 cases, $47,000; other expenses, $10,000 warehouse property, $197,000; total $2,394,000.

La Imperial Cigar Factory
J. F. SECHRIST, Proprietor
Manufacturer of
FINE CIGARS
Holtz, Penna.

10c.—UNCLE JOSS—5c.
Pretty Bessie
York Nick....
Best Known..
5c.
Two Cracker Jacks (2 for 5 cents)
Oak Mountain Bouquet—Boston Beauties
Puro—Porto Rico Crooks
Correspondence with the Wholesale and Jobbing Trade Only invited.
Capacity, 25,000 per day. Telegraph—York, Pa.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*
Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

AMERICAN SEED IN INDIA.

Crop Has Increased Rapidly Within Last Few Years.

Washington D. C., Jan. 12.

U. S. Consul General William H. Michael, stationed at Calcutta, has written to the Department of Commerce and Labor concerning tobacco culture in India in which he speaks of rapid progress. He writes:

The explanation made by those engaged in the business is that American seed has so improved the quality and quantity of the output that planters have found it profitable to grow tobacco. The crop has increased from 69,218 acres in 1902-3 to 94,962 in 1905-6, with a prospect of further rapid increase. Habana seed tobacco being 2,000 acres.

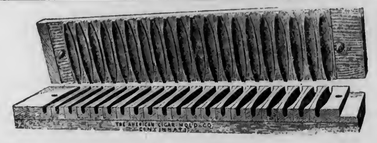
Where the Habana and Virginia tobacco have been extensively and successfully cultivated the leaves produced possess a far superior flavor and are of a finer texture than the local variety, besides fetching a correspondingly higher price. Where failure in growing the foreign product has been the result, the cause is mainly attributable to the haphazard way in which the selection of soil for plantng is made. Besides, the pristine Burmese method of curing the leaves by sun drying is not effective.

In view of the great expansion in Habana tobacco cultivation it is not premature to predict that ere long the produce from Maubin will be able to compete successfully with that exported from Java and Sumatra, which is first sent to Europe for curing and then re-imported by the well known cigar and cheroot manufacturers in India, who use the prepared leaves as outer covers for cigars which eventually are known as "Javas" and "Sumatras."

YOU ARE LOSING MONEY.
? HOW ?
BAD ACCOUNTS.
Charging them off to profit and loss.
Paying Collection Agency Fees.
Paying Membership fees.
"DO-IT-YOURSELF"
The "Do It-Yourself" collection outfit is a system whereby you collect your bad accounts YOURSELF and do it in the same way that it is done by Collection Agencies, only BETTER.
? WHY ?
It is a better system.
It is easier to operate.
It keeps the accounts in YOUR OWN HANDS.
It brings the money to YOU.
It saves Collection Agencies fees.
It saves Membership fees.
It saves getting into the hands of unreliable agencies
Price $1.00 Postpaid
Each outfit contains everything necessary to collect 50 claims.
MONEY REFUNDED if on receipt you are not perfectly satisfied.
ORDER TO-DAY
United States Collection Agency
Suite 19, 163 Randolph Street
Chicago, U. S. A.
Agents Wanted — Write for proposition

Marcus Jaskulek — Morris Jaskulek — Robert Jaskulek
M. JASKULEK & SONS
Packers and Dealers in
Leaf Tobacco
814 and 816 East Third Street
DAYTON, OHIO

Joe Endress, Jr. — A. C. Kercher
Pioneer Leaf Tobacco Co.
Germantown, Ohio
Packers of CIGAR LEAF TOBACCO



High Grade Cigar Molds
in any shape, at lowest prices.
CIGAR MANUFACTURERS' REVENUE BOOKS
25 cents each; postage prepaid, 30 cents.
The American Cigar Mold Co., Cincinnati, O.

W. H. SNYDER & CO.
Windsor, Pa.

Manufacturers of Popular Brands of

Fine and Medium Priced Cigars

Correspondence with Wholesale and Jobbing Trade only invited.
Particulars cheerfully given to responsible inquirers.

Our Leaders Include:
Honeysuckle, Rose Show,
Jumbo, Libby Dear,
Verelda, Charles Fay,
Carisima, Gov. Pattison,
Model American, and Others.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

J. F. REICHARD

Wholesale Dealer in

LEAF TOBACCO

of All Grades

Craley, Penna.

W. W. STEWART & SON

Reading, Pa.

Makers of the

JOHN HAY

LADY HELEN

10c.

JOHN HAY, Jr.

ELI PERKINS

5c.

High Grade Seed and Havana Cigars

Correspondence with Responsible Houses Solicited

L. J. SMITH & CO.

Wholesale Cigar Manufacturers

AND **Dealers in Leaf Tobacco**

RED LION, PA.

Manufacturers of

and PAN ANNA

5c. Cigars

TWO HAVANAS

Two for Five Cents

Private Brands made to order. Correspondence with Responsible Houses solicited.

SMITH BROS.

Brokers in Domestic and Imported **LEAF TOBACCO**

No. 17 Charter Street, Dayton, O.

Ohio Goods Our Specialty

NEW PETERSBURG FACTORY FOR AMERICAN CIGAR CO.

Petersburg, Va., Jan. 12.

The American Cigar Company has awarded to a Richmond firm the contract for another cigar factory, to be built on South street, between Commerce and Pearl streets in this city. The new factory will be a three-story brick building, fifty-five by one hundred and seventy feet. The company's Harrison street factory will be used as a stemmery, and the big stemmery, fronting on Byrne street, is to be used for storage purposes.

Business Changes, Fires, Etc.

Arkansas.

Little Rock.—Forest F. Croxson, cigras, etc., real estate mortgage, $1,375.

Connecticut.

Kent—.Luther Eaton, tobacco, dead.

New Haven.—Herman Bower, cigars, succeeded by the Connecticut Cigar Co. (inc.)

Georgia.

Savannah.—W. R. Everett, cigars, etc., chattel mortgage, $400, canceled.

Illinois.

Aledo.—O. J. Ingmire, cigars, changed name to O. J. Ingmire Co., (not inc.)

Chicago.—Israel Hamburger, 310 E. 41st street, cigar manufacturer, petition in bankruptcy.——Lewlash & Greenwald, cigar manufacurer, dissolution announced.——Mitchell, Beckwith & Mitchell Co., (not inc.), cigars, out of business.——Joseph C. Folman, cigars, petition in bankruptcy.

Rock Island.—Nick Bleur, cigar manufacturer, dead.——Frank H. Hopkins, cigars,etc., petition in bankruptcy

Indiana.

Indianapolis.—C. W. Kriel, wholesale and retail cigars, warranty deed $1.

Lagrange.—Seidmore & Walter, cigars, etc., sold out.

Terre Haute.—Weinstein-Wagner Cigar Co., dissolved.

Maine.

Dexter.—Linwood M. Hurd, cigars confectionery, etc., succeeded by George M. Slater.——Linwood M. Hurd chattel mortgages, $225 and $150, discharged.

Maryland.

Baltimore.—Edward M. Laing & Co., retail and manuafcturer of cigars and tobacco, dissolved, succeeded by Edward M. Laing.——Sneeringer & Co., wholesale leaf tobacco, W. J. Sneeringer, Jr., admitted.

Massachusetts.

Lynn.—Partidge & Son, cigars, confectionery, etc., succeeded by Partridge & Co.

Michigan.

Mount Clemens.—G. E. Shotwell, cigars, chattel mortgage, $238.—Trombley & Peltrer, cigars and billiards, W. N. Trombley, individually, chattel mortgage, $1,000.

Nebraska.

Grand Island.—John W. Sink Cigar Co., incorporated, $20,000.

New Hampshire.

New Ipswich.—George N. Lowe, cigar manufacturer, deeded real estate,$1

New York.

Albany.—National Cigar Manufacturing Co., burned out.

New York City.—M. Abenheim & Co., exp. tobacco, dissolved; Sidney Abenheim continues under same style.——A. Eisenberg, retail cigars, etc., sold out at auction.——S. Epstein, cigars, damaged by fire.——Fred Frease, leaf tobacco, J. Fred Frease, admitted and style changed to Fred Frease & Son.——Hamburger Bros. & Co., leaf tobacco, new limited partnership under same style.

Sherman.—Albert Rothe, cigar manufacturer, petition in bankruptcy.

Ohio.

Bellefontaine.—Thomas W. Marquis, cigars, tobacco, etc., real estate mortgage, $700.

Cleveland.—Haas & Wertheim, manufacturers and retail cigars, etc., dissolved, M. A. Haas, assigned.——Henry M. Roll, bowling, cigars, etc., bill of sale to S. N. Schwartz and Joseph Wasser.

Dayton.—Philip Chackers, cigars and tobacco, chattel mortgage $430.——O'Neill & Ruge, leaf tobacco dissolved.

Kenton.—D. M. Flanagan & Co., tobacco, D. M. Flanagan, individually, real estate mortgage, $600.

Marietto.—Charles Hutchins, cigars, sold out.

Oregon.

Estacada.—Jones & Haviland, cigars, dissolved; Jones continues.

Portland.—G. J. Gheen, cigars and confectionery, attached, $1,854.

Pennsylvania.

Philadelphia.—Louis Bremer's Sons, wholesale leaf tobacco, Howard R. Bremer withdraws.——Dempsey & Koch, cigar manufacturers, dissolved.

Texas.

San Antonio.—W. H. Stone, cigars, tobacco, etc., closed out.

Vermont.

Burlington.—O. C. Taylor & Co., wholesale tobacco, dissolved.

Washington.

Tacoma.—J. J. Duffy, cigars, confectionery, etc.,real estate mortgage,$905.——L. H. Munter, cigars and confectionery sold to Mrs. M. Jordan.

Wisconsin.

Milwaukee.—N. E. Neustadel, cigars and tobacco, sold out to Herzfeld-Phillipson Co.

J. B. MILLEYSACK

Manufacturer of

Fine Havana Hand-Made **CIGARS**

No. 821 Lake Street

LANCASTER, PA.

Correspondence with the Jobbing Trade solicited.

J. E. SHERTS & CO.

Lancaster, Pa.

Manufacturers of

High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

The Gilt Edge Cigar Box Factory

J. FRANK BOWMAN

51 Market St.

Lancaster, Pa.

CIGAR BOXES
SHIPPING CASES
LABELS, EDGINGS, RIBBONS

Cigar Manufacturers' SUPPLIES

of All Kinds

Daily Capacity, Five Thousand Boxes

W. H. RAAB & SONS

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY No 463 ESTABLISHED 1871.

CAPACITY 75,000 PER DAY

DALLASTOWN, PA.

Move Your Tobacco on

Box Truck

USED BY

Leading Tobacco Dealers

BUILT AND SOLD BY

The Wm. F. Kramer Co.

DAYTON, OHIO

Geo. W. Conway

DALLASTOWN, PA.

Manufacturer of

Nickel & Medium Price CIGARS

For Wholesale and Jobbing Trade

E. RENNINGER,

Established 1889.

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. **Denver, Pa.**

Lithographers and Printers 322-326 E. 23RD ST. SAMPLES & PRICES FURNISHED UPON APPLICATION

IN STOCK AND TO ORDER **Krueger & Braun** NEW YORK **CIGAR LABELS and BANDS**

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE

Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.

A Card Will Bring More Information and Prices.

Chaskel Chemical Works

265 West Broadway, New York

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

and THREE CUBANS
MANUFACTURED BY
Central Cigar Company
LEWIS SMITH, Proprietor
Forbes and Marion Streets, **Pittsburg, Pa.**
Wholesale and Jobbing Trade solicited.

UNION MADE SOLD ON ITS MERITS

TOM BAINES

Nickel Goods.

Strictly a First Class Article—Equal to Any Union or Non-Union Cigar on the Market—Probably Better, You to Judge—and Prices No Higher than Others.

H. G. Burky, Maker, Reading, Pa.

UNION MADE BLUE LABEL USED

I Sell Cheap Goods

But cheap in one sense only—Price. For years I have made a specialty of making Low Priced Brands that Smoke Like the Higher Priced Ones.

WRITE ME.

H. G. Barnhart, Spring Vale, Pa.

All Jobbers Who Handle Travellers Tips

Say it Always Moves Well

"A Good Five Cent Cigar"

Abbott Cigar Co.
ABBOTTSTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

WHY IS IT

that we sell more HAVANARINE every year? It must be a good thing for the cigar manufacturer and a good thing for the smoker. Why is it that you have not adopted this kasing fluid in your factory?

Stop and think for a moment: "Is it a good thing for me to make my cigars taste better?"

Write us about it.

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CUBAN TOBACCO SEED GROWING IN ALABAMA.

(Concluded from last week.)

The preparation of the seed bed was begun on February 2, but the actual burning of the bed was not commenced until February 11. After this work had been performed a fine-toothed rake was used to remove all the fine roots and trash, thus leaving the bed in a fine pulverulent condition. Cotton-seed meal was then applied broadcast at the rate of 100 pounds for the 242 square yards of the bed. This was worked in to the surface of the soil and the bed was raked and leveled off again, thus leaving it in the best possible condition for receiving the seed. Poles were then placed around the bed and made secure by stakes, so as to prevent washing of the beds in the case of heavy rains.

The seed was sown on February 18 at the rate of a tablespoonful to every ten square yards of bed. Seed imported from the Vuelta Abajo district of Cuba was used, and after being sown was lightly covered and watered. The entire bed was then covered with cheese cloth as a protection against insects and heavy rains. During dry weather the bed was watered every morning and when necessary weeded and poisoned, and by April the plants were large enough to transplant.

Several days before transplanting the young plants from the bed into the field, the cloth was taken off the bed for the purpose of hardening the plants so they would be better able to withstand the heat of the sun after being set out. Translanting was begun in the Orangeburg fine sandy loam field on April 21 and in the Orangeburg clay field on May 9, the entire crop of 3 acres being set out by May 18.

About ten days after the plants were set in the field they were given their first cultivation. Hand hoes were used, breaking the crust which had formed on the bed and placing fresh moist soil around each plant. Three hand hoeings were given the crops in both fields, after which wing sweeps were used entirely. Both fields were kept clear of grass and weeds and the last cultivation was given each field just after the plants were topped, leaving the tobaco on a rounded bed., with a furrow between the rows, deep enough to carry off the water after heavy rains.

Several kinds of insects were encountered during the various stages of the plant's growth. Just after transplanting cutworms gave some trouble, making it necessary to reset a portion of the fields. These were overcome by using paris green mixed with middlings or corn meal. A mixture of paris green was also used to combat the ravages of the bud worm, and when the horn worm appeared the crop was sprayed every two weeks with a mixture consisting of 1 pound of paris green, 1 pound of lime and 125 gallons of water.

The flower bud appeared from seven to eight weeks after setting out the plants. These, together with several of the top leaves, were taken out, care being exercised that no damage was done to the rest of the plant. According to the vitality of the plant, from fourteen to sixteen leaves were left to mature, and in no instance, except where the plant was selected for the production of seed, was the flower bud left. No definite rule can be laid down as to how many leaves should be taken off with the bud as the climatic con-

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ditions during the growing season, the purpose for which the plant is grown—whether for wrapper or filler leaf—its vitality, and general character must determine how low or high the topping should be done.

After the plants were topped, suckers appeared at the junction of the leaves with the stalk. These were also taken when large enough to be removed without injury to the plant. In all, the crop was suckered three times. A few plants suckered freely before the top was taken out, which is characteristic of Cuban tobacco. These suckers were also removed as soon as they became an inch long. Suckers will appear on all types of tobacco after it is topped, and unless they are removed the quality of the leaf will be affected.

Harvesting was commenced about July 8, when the first settings were ripe.

Owing to the unfavorable weather conditions and to the irregularity of ripening on account of the different settings, harvesting was not concluded until August 5.

Owing to the absence of suitable barns for curing, this part of the experiment was conducted under great disadvantages. The tobacco was hung upon tier poles as soon as received from the field, about 4 inches of space being left between laths in the upper part of the building to prevent a too rapid cure, while in the body of the barn more space was given between laths to allow for a free circulation of air, which in the case of damp, rainy weather prevents to some extent damage done from pole sweat.

About the second week in August, shortly after the tobacco had been harvested, there was a period of rainy weather which made it necessary to build small wood fires in the barn. As climatic conditions and the character of the tobacco determine to a large extent the methods to be used in manipulating a barn, it is impossible to lay down definite rules of procedure, but in a general way the method is as follows:

When the weather is hot and dry the barn is kept closed during the day and opened at night. This allows the tobacco to become soft and pliable in the night, as during the curing season in the South there is generally considerable moisture in the atmosphere during the night; but whenever the weather is rainy and a strong wind is blowing, it is best to keep the barn closed tight at night as well as during the day, either to prevent damage from the excess of moisture or to guard against injury to the leaf by whipping. During a continued period of wet and cloudy weather it is always advisable to keep the barn closed and to keep small wood or charcoal fires burning throughout the the barn long enough to dry out the tobacco once a day. These fires should be continued as long as is necessary to keep the tobacco in proper condition. When charcoal is not available wood that has as little odor as possible should be used, as it is important when curing cigar tobacco to avoid giving the leaf any foreign odor. The barn curing is completed when the midribs of the leaves are cured, at which time the tobacco is ready to be taken down. To get the tobacco in condition to be handled, all the ventilators must be left open the night before. In the morning the tobacco should be soft and pliable, but not wet, and the ventilators should be closed to retain the moisture.

During the first damp weather after the tobacco has been thoroughly cured, which occurred on August 29, a portion of the crop was taken from the tier poles and stripped, and by November 8 the entire crop had been stripped and graded, three grades being made, namely, sand leaves, middles and tops. The tobacco was then tied into hands containing from forty to fifty leaves and packed in boxes for shipment to the Bureau's warehouse at Nacogdoches, Tex., where it went through the fermentation and final assorting.

The 680 pounds of tobacco that was shipped from Alabama the latter part of September was placed in bulk at Nacogdoches on October 20, and the remainder of the crop—700 pounds—was bulked in November. The tobacco remained in bulk until November 12 when the temperature began to fall. It was taken down, well shaken, and rebulked, building the new bulk as the old one was taken down.

After the tobacco had been thoroughly fermented it was assorted into three grades, namely, heavy, flimsy and broken. The first two grades represented perfect leaves, the only difference being that those classed as heavy filler contained more body than those placed in the flimsy grade. The broken filler consisted of imperfect leaves from both the heavy and light grades, which, because of this condition, would not command as high a price as the other two grades. These grades were again divided, according to the length of the leaf, as follows: The first grade contained all leaves 16 inches long, the second 14 inches, and the third 12 inches. In this classification the 14 and 16 inch lengths represent the most desirable leaf.

After the tobacco had been graded and sized it was tied into hands containing from forty to fifty leaves, according to the length of the leaf. Four of these hands of equal length were tied together to form a carrot, the heads being even and the tobacco wrapped from head to tip with Cuban bast. The carrots weighed from 1 pound to 1¼ pounds according to the size of the leaf, texture, etc. As soon as a sufficient number of carrots were made they were packed 80 in a bale made of yaguas bark, this being the trade package for all southern grown filler tobacco. The bales were then stacked in piles 5 bales high and kept in a warm room to allow the leaf to undergo the process of ageing. Each week the

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They Please All Tastes
Always Uniform and Reliable

position of the bales was changed until the tobacco had become thoroughly and evenly seasoned.

The 3 acres cultivated in 1904 yielded, in air cured tobacco, 1,380 pounds, or 460 pounds to the acre, but owing to the unfavorable climatic conditions during a portion of the growing season some of the tobacco fired and after curing was found to be worthless. This along with the pole sweat tobacco reduced the yield of commercial leaf to 1,001 pounds, or 334 pounds per acre. The total cost of production was $237.36, or 23 7 cents a pound.

Results of the Sale of the 1903 Crop.

In order to ascertain the opinion of the trade as to the qualities and commercial value of the tobacco grown in Alabama, and to determine the possibilities of establishing its production upon a commercial scale, the Bureau deemed it advisable to place the crop of 1903 upon the market. Arrangements were made with Herman G. Vetterlein, of Philadelphia, to undertake the sale of this tobacco. The Department had no interest in the sale, all money received, less the broker's commission of $1 per bale, being turned over to the owner of the tobacco at Marion. Judging from letters received by the Department from various firms purchasing the tobacco, it seems to have given satisfaction, although some complain that it is not as aromatic nor as smooth as the Cuban leaf. In nearly every case the manfacturers admit that it is one of the best domestic fillers that they have ever tested and predict a future for it, if produced at reasonable prices.

The following letter was received from Mr. Vetterlein in regard to the sale of the tobacco:

Philadelphia, Pa., Feb. 23, 1905.

Dear Sir: The tobacco grown in Alabama under the supervision of the Bureau of Soils being now sold, I would herewith report that, while there was a very complete and thorough distribution of the catalogues calling the attention of the manufacturers of cigars and dealers in leaf tobacco to the experiments made in the above mentioned State, the demand for samples to test the merits of this tobacco was not so great as one would expect, and this can only be accounted for by the fact that the manufacturers of cigars are loath to take up anything new or different from what they have been using for fear of injuring their established brands of cigars, the result of years of work and expense. However, various samples and bales have been distributed sufficiently to warrant the statement that the Department has succeeded in growing a superior piece of filler tobacco, part of it being smooth and mellow in taste and flavor and part of it having a trifle more body; but all being very suitable for mixing with Havana or even for using clear. With continued growing and handling it with the natural improvement that one would expect in its continual production, in the end it should find a position in the market where its merits should create a satisfactory demand.

Yours truly,
H. G. Vetterlein.

Distribution of the 1904 Crop.

This tobacco ranged in price from

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LEAF TOBACCO

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Sample Free The Most Popular Flavors Since 1855

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Early in April the fields were laid off with a shovel plow in rows 3 feet apart and the fertilizer distributed in these furrows, and left until the time of transplanting, when these beds were mellowed by running a small straight-tooth harrow over them.

Transplanting was begun April 15, and finished on May 15. In pulling the plants from the bed the farmers were cautioned to be careful to see that the root systems were not injured, especially the tap root. To guard against such damage, the seed bed was saturated with water.

About a week after transplanting, by which time the plants had taken root, the soil around them was lightly broken with a hoe.

The tobacco was ready for topping as soon as the seed buds appeared. These were taken out along with a few of the upper leaves. After topping the tobacco, suckers appeared and were removed.

Harvesting was begun the middle of June. Care was taken not to allow the tobacco to become overripe, but to cut it just as it reached the right condition.

As soon as the tobacco had cured, which it did in about five weeks from the time of hanging it in the barns, it was taken from the tier poles, the leaves stripped off the stalks, and sorted into three grades consisting, respectively, of the top, middle and sand leaves. These were tied separately, from thirty to forty leaves in each hand, and afterward packed in boxes and delivered to the warehouse at Marion for fermentation. The tobacco was bulked on September 9 and allowed to remain in bulk until September 18 when it was taken down and rebulked. On October 3, the tobacco was packed in cases for shipment to Quincy, Fla., as the entire crop had been purchased from the farmers at 15 cents per pound by a firm of leaf dealers and packers in that city, who finished the fermentation and assorting in their own warehouse.

Conclusion.

In 1906 the acreage of tobacco in Alabama increased more than 200 per cent., and there seems to be no reason why a profitable industry should not be built up if the farmers will only conduct it along conservative lines and endeavor to produce the type of leaf that is demanded by the trade. Diversified farming must be the future aim of the Southern farmers, and the introduction of tobacco in central Alabama will be one more crop added to the staple products of that section of the State.

30 to 40 cents a pound. The prices were for the finished product, and covered not only the original cost of growing the tobacco and the expense of fermenting, sorting, and packing, but also the shrinkage in weight and other losses incident to these operations.

In previous experiments in Alabama the Bureau had conducted its investigations in co-operation with the owners of the land on which the experiment was made, but in 1904, in order to have the entire control of the tobacco produced, the Bureau rented the land and other facilities for producing the crop. As the object of the Bureau to bring the product to the notice of the trade in as wide a manner as possible and to receive from the cigar manufacturers and dealers in leaf tobacco their opinions as to the quality of the tobacco grown in Alabama, it was considered advisable to make a free distribution of the crop. From October 28 to December 4, 1905, samples were sent to more than two hundred of the principal cigar manufacturers and leaf dealers of the country; and from the letters received by the Department the tobacco seems to have given satisfaction. Extracts from letters received from Pretzfeld & Co., of New York, and from Celestine Vega & Co., of Chicago, follow:

[From Pretzfeld & Co.]

Samples of the filler tobacco and your favor of October 31, were duly received. Excuse if we did not report sooner on same. We find but slight difference in the merits of the fillers and all of them are good and useful. We consider the sample marked "Alabama" the most pleasant in taste and flavor and the best tobacco.

[From Celestine Vega & Co.]

Alabama filler tobacco: Size, perfect; burn, perfect; taste, pretty good; texture, very good; curing, very good; packing, very good; value, high.

Cooperative Experiments of 1905.

Encouraged by the success of the earlier experiments, the Bureau issued a circular in December, 1904, giving a brief outline of the work accomplished so far and announcing the purpose of the Bureau to co-operate with a limited number of farmers in the growing of a commercial crop during the season of 1905.

On account of the extremely unfavorable weather conditions during the month of February it was late in the season before the plant beds could be prepared. The sowing of beds began on February 24 and continued to March 10, from 1 spoonful to 1½ spoonfuls of seed being sown to every 10 square yards of bed. From these beds a fair stand of plants was obtained.

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TELEPHONE 1561

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American Cigar Co. American Stogie Co.

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IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

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"S. B." Little Havanas . . . . . **5c.**

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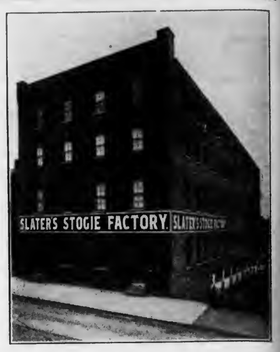
LANCASTER, PA.

No. 21 North Main Street, **Washington, Pa.**



Imperial Cigar Co.

Home of the 'Two Friends'

Absolutely the highest grade 2 for 5 Cigar in the United States.
Manufactured on honor and sold on its merits.
We defy competition, and court opposition.
Samples cheerfully sent free to any part of the United States. Sold to Jobbers only.
Our motto, The best is not too good

Imperial Cigar Co.

Hanover, Pa.

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

Manufactured Only by

LEONARD WAGNER

Factory No. 2 **707 Ohio St., ALLEGHENY, PA**

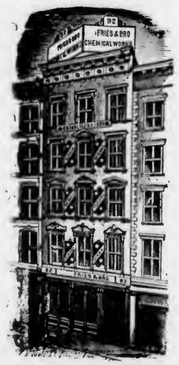
GEO. STEUERNAGLE

Manufacturer of

Pittsburg Stogies

Goods sold direct to Jobbers and Dealers

5143 Penn Ave., Pittsburg, Pa.



HAROLD FRIES

FRIES & BRO.

92 Reade St., New York.

The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *

WORLD-RENOWNED

Spanish Betuns,

ONLY NON-EVAPORATING

Cigar & Tobacco Flavors;

Sweeteners, etc.

Sample Free The Most Popular Since 1855 Please write for them.

Guaranteed to be the Strongest, Cheapest, and Best

30 to 40 cents a pound. The prices were for the finished product, and covered not only the original cost of growing the tobacco and the expense of fermenting, sorting, and packing, but also the shrinkage in weight and other losses incident to these operations.

In previous experiments in Alabama the Bureau had conducted its investigations in co-operation with the owners of the land on which the experiment was made, but in 1904, in order to have the entire control of the tobacco produced, the Bureau rented the land and other facilities for producing the crop. As the object of the Bureau to bring the product to the notice of the trade in as wide a manner as possible and to receive from the cigar manufacturers and dealers in leaf tobacco their opinions as to the quality of the tobacco grown in Alabama, it was considered advisable to make a free distribution of the crop. From October 28 to December 4, 1905, samples were sent to more than two hundred of the principal cigar manufacturers and leaf dealers of the country; and from the letters received by the Department the tobacco seems to have given satisfaction. Extracts from letters received from Pretzfeld & Co., of New York, and from Celestine Vega & Co., of Chicago, follow:

[From Pretzfeld & Co.]

Samples of the filler tobacco and your favor of October 31, were duly received. Excuse if we did not report sooner on same. We find but slight difference in the merits of the fillers and all of them are good and useful. We consider the sample marked "Alabama" the most pleasant in taste and flavor and the best tobacco.

[From Celestine Vega & Co.]

Alabama filler tobacco: Size, perfect; burn, perfect; taste, pretty good; texture, very good; curing, very good; packing, very good; value, high.

Cooperative Experiments of 1905.

Encouraged by the success of the earlier experiments, the Bureau issued a circular in December, 1904, giving a brief outline of the work accomplished so far and announcing the purpose of the Bureau to co-operate with a limited number of farmers in the growing of a commercial crop during the season of 1905.

On account of the extremely unfavorable weather conditions during the month of February it was late in the season before the plant beds could be prepared. The sowing of beds began on February 24 and continued to March 10, from 1 spoonful to 1½ spoonfuls of seed being sown to every 10 square yards of bed. From these beds a fair stand of plants was obtained.

Early in April the fields were laid off with a shovel plow in rows 3 feet apart and the fertilizer distributed in these furrows, and left until the time of transplanting, when these beds were mellowed by running a small straight-tooth harrow over them.

Transplanting was begun April 15, and finished on May 15. In pulling the plants from the bed the farmers were cautioned to be careful to see that the root systems were not injured, especially the tap root. To guard against such damage, the seed bed was saturated with water.

About a week after transplanting, by which time the plants had taken root, the soil around them was lightly broken with a hoe.

The tobacco was ready for topping as soon as the seed buds appeared. These were taken out along with a few of the upper leaves. After topping the tobacco, suckers appeared and were removed.

Harvesting was begun the middle of June. Care was taken not to allow the tobacco to become overripe, but to cut it just as it reached the right condition.

As soon as the tobacco had cured, which it did in about five weeks from the time of hanging it in the barns, it was taken from the tier poles, the leaves stripped off the stalks, and sorted into three grades consisting, respectively, of the top, middle and sand leaves. These were tied separately, from thirty to forty leaves in each hand, and afterward packed in boxes and delivered to the warehouse at Marion for fermentation. The tobacco was bulked on September 9 and allowed to remain in bulk until September 18 when it was taken down and rebulked. On October 3, the tobacco was packed in cases for shipment to Quincy, Fla., as the entire crop had been purchased from the farmers at 15 cents per pound by a firm of leaf dealers and packers in that city, who finished the fermentation and assorting in their own warehouse.

Conclusion.

In 1906 the acreage of tobacco in Alabama increased more than 200 per cent., and there seems to be no reason why a profitable industry should not be built up if the farmers will only conduct it along conservative lines and endeavor to produce the type of leaf that is demanded by the trade. Diversified farming must be the future aim of the Southern farmers, and the introduction of tobacco in central Alabama will be one more crop added to the staple products of that section of the State.

MINNICH BALING PRESS

Patented March 9, 1897

For All Kinds of Products Requiring Baling

TOBACCO STEMS, PAPER, COTTON, Etc.

Specially Constructed ..PRESSES..

For Leaf Tobacco Packers

Warranted to do more and better work in a given time, with less labor than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

MINNICH MACHINE WORKS

Landisville, Lancaster Co., Pa.

—Established 1834—

WM. F. COMLY & SON

Auctioneers and Commission Merchants

27 South Second Street

PHILADELPHIA

Regular Weekly Sales Every Thursday

Cigars, Tobacco, Smokers' Articles

Special Sales of Leaf Tobacco

Consignments Solicited Advances Made

Settlements Made on Day of Sale

Patents *Caveats, Trade Marks, Design-Patents, Copyrights, etc.*

Correspondence Solicited

JOHN A. SAUL

Le Droit Building, WASHINGTON, D. C.

METAL EMBOSSED LABELS METAL PRINTED LABELS

H. J. Fleischhauer

CIGAR LABELS

238 Arch Street, Philadelphia.

TELEPHONE 1561

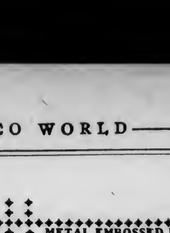
EMBOSSING LITHOGRAPHING SPECIAL DESIGNS EMBOSSING

JACOB G. SHIRK

Lancaster, Pa.

JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.

IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.



Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds

Are the **CIGARS** of the following Registered Brands

"Brilliant Star" Clear Havana . . **10c.**
"S. B." Half Havana . . . . . **5c.**
"S. B." Little Havanas . . . . . **5c.**
"Honest Bee" . . . . . **3c.**
"2--I--No" Mildest Cigar Made **2 for 5c.**

Special Brands Made to Order

Stauffer Bros. Mfg. Co., New Holland, Pa.

Send Your Cigar Buyer Here We Will Save You Money

For Sale by All Dealers

VIRGINIA PERIQUE

MIXTURE

The **AMERICAN TOBACCO CO., NEW YORK**

INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

Rabell, Costa, Vales & Company

Sole Purveyors, by Request, to the Royal House of Spain.

Finest Havana

This Factory Being Independent is Enabled to Guarantee the Quality of its Products.

CIGARS

Factory, Galiano 98,
Havana, Cuba.

NATIONAL CUBA CO.
Sole Representative of the United States and Canada,
147 Water St., New York

WARREN BECK & BRO.
Ten-Cent Brands:
Duke of Westminster
Admiral Gherardi
Gen. Warren
La Responder Marcana
La Cantidad
Cigar Manufacturers
York, Pa.

Michael Hose A. F. Brillhart
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in LEAF TOBACCO,
Dallastown, Penn.

A. D. KILLHEFFER, MILLERSVILLE, PA.

Maker of High Grade Cigars.

No Salesmen. Communicate with Factory

E. ROSENWALD & BRO.

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THE TOBACCO WORLD

Established in 1881. Vol. XXVII., No. 4. | PHILADELPHIA and NEW YORK, JAN. 23, 1907. | One Dollar per Annum. Payable in Advance.

PHILIPP J. KOLB & CO.
IMPORTERS & PACKERS OF LEAF TOBACCO
No. 310 Race Street
PHILADELPHIA

•CENTRAL UNION•
No other brand of Tobacco has grown so quickly in public favor.
Reasons:
Quality, Price,
Union Label,
Friendly Dealers' Aid,
and
Tobacco Trust's Hostility.

United States Tobacco Co., Richmond, Va.

SUMATRA TOBACCO

The Kind that Wraps Economically

H. DUYS & CO.
No. 170 Water Street, New York
The Leading Exclusive Sumatra House
Amsterdam House:—De Amsterdamsche Tabakshandelmaatschappij.

Growers and Packers of
FLORIDA TOBACCOS
Write for Samples
SCHROEDER & ARGUIMBAU
178 Water Street, New York

THE 5c. CIGAR that you'll say is "All to the Front."

El Draco Cigar Mfg. Co. Philada.

EISENLOHR'S Cinco Philadelphia CIGARS

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
(NICKELBY, 5c.)

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

Sumner Greene — E. T. Colgan
SUMNER GREENE & CO.
Manufacturers of
Greene's Seal
Cigars
2330 MARKET ST., PHILAD ELPH

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
114 N. 7th St. Philadelphia

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

SUPERIOR Quality and Workmanship

Vicente Portuondo CIGAR MFG CO. PHILADELPHIA Cigars

Factory No. 968, First District Penna.

YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
ALL JOBBING HOUSES

If You Want to be in HAVANA
Smoke CAMELA 5c.
Made by HENRY HEYMANN'S SONS CIGARS
Sinking Spring, Pa.

Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U.S.A.
Sole Owners and Manufacturers.

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

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AN ENTERPRISING PAIR OF FLORIDA TOBACCO ENTHUSIASTS

Mr. J. KOSMINSKY

Mr. ALBERT KRAUS

We refer to a couple of the most active young leaf men whose special hobby is Florida tobacco, and both of whom are prominently identified with the Florida Havana and Sumatra Co. The plantations of this company are located at Quincy, Florida, where the packing houses are also located, but the principal or executive office of the company is at 22 Fifth avenue, Chicago. Mr. Kraus is the Secretary of the company, with offices at their headquarters in Chicago, and his duties are two-fold, for besides the office management, he also manages in some way to find time to keep in close touch with a large list of customers, all of whom are his personal friends, and the volume of business he does with them annually is very large. In fact his acquaintances cover almost the entire West, where he has intimate relations with nearly every prominent member of the trade. And Mr. Kraus is yet a young man, but widely experienced.

J. Kosminsky, whose portrait is also shown on this page, is also a member of the Florida Havana and Sumatra Co., and is the company's Eastern manager, with headquarters at York, Pa., a rather central point surrounded as it is, by a large cigar manufacturing section. Mr. K. certainly needs no introduction at our hands, because he is known to almost every man, woman and child who has anything to do with a cigar factory. But even that is not all. Before making his permanent headquarters at York, Mr. Kosminsky covered a large territory, and has consequently also a large acquaintance outside of the more populous cigar making sections of the East.

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SALESMEN, HERE'S the MAN to SEE.

Indianapolis, Ind., Jan. 21, 1907.

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The furnishings of the cigar stand are to be of solid mahogany, and every device known to the trade for keeping cigars and tobacco in first-class condition will be installed.

BURLEY PEOPLE GET TOGETHER.

Society Incorporated at Winchester, Ky., to Aid in Getting Better Prices

Winchester, Ky., Jan. 21.

The local Burley independents held a session behind closed doors and decided to file papers of incorporation which was done. The name is the Burley Tobacco Society, a branch of the American Society of Equity. Its principal place of business is Winchester, and its object to assist the Burley tobacco growers to get better prices for their product.

There is no capital stock, and the total indebtedness is limited to $250.000. The incorporators are the members of the district committee, composed of one member from each county, and the instrument provides how other members may be admitted. It was signed by chairmen of thirty-one counties.

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$17,000 will buy outright the plant, stock, fixtures, good-will, etc., of one of the best and most complete Cigar Factories in the heart of Philadelphia, doing a large business. Present working organization willing to run the business under new control. Have on hand over Ten Thousand Dollars worth of Cigars and Tobacco. Address H. P. H., care of The Tobacco World, 224 Arch Street, Philadelphia.

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Vesper CIGAR 5¢

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INTENTIONAL SECOND EXPOSURE

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco

115 Arch Street, Philadelphia

FOUNDED 1855

John T. Dohan — SELECTED D&T VUELTA ABAJO — Wm. H. Dohan

FLOR de D&T

DOHAN & TAITT

Importers of Havana and Sumatra

Packers of Leaf Tobacco — VUELTA ARRIBA — 107 Arch St. PHILADA.

D & T

Established 1825

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

AND PACKERS OF

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

Julius Hirschberg & Bro.

Importers of Havana and Sumatra and Packers of Seed Leaf

Tobacco

125 North Third St., Philada.

L. BAMBERGER & CO.

Packers and Dealers in

Importers of SEED LEAF HAVANA and SUMATRA TOBACCO

111 Arch Street, Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N. Y.

The Empire Leaf Tobacco Co.,

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco

118 N. 3d St., Phila.

K. STRAUS — A. LOEB

K. STRAUS & CO.

IMPORTERS OF

301 & 303 North 3rd St.

PHILADELPHIA.

Benj. Labe — Jacob Labe — Sidney Labe

BENJ. LABE & SONS

IMPORTERS OF

Sumatra and Havana

Packers and Dealers in Leaf Tobacco

228 North Third St., Philadelphia

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana

and Packers of Leaf Tobacco

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

J. S. BATROFF

224 Arch St., Philadelphia

Broker in LEAF TOBACCO

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

...IMPORTANT NOTICE...

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. The Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the Presidency of the Rebublic: dark blue.

DEISEL-WEMMER CO. CELEBRATES.

The Deisel-Wemmer Co., of Lima, O., manufacturers of the very popular San Felice 5 cent cigar, and other brands which have had for years an immense call in the Middle West and Southern States, recently celebrated in royal fashion the close of the company's most successful year in business. Upon this occasion Mr. Henry G. Wemmer, the general manager of the company, gave a stag supper at his home to their salesmen and office associates, which included Henry Deisel, President; Wm. Wemmer, Vice-President; Robert J. Plate, Secretary and Treasurer; Charles Hassellman, Factory Superintendent; A. E. Wemmer, of the office staff, and about a dozen salesmen, who had been called in from the road, as is the custom once a year to do, to hold a general council and for the interchange of experiences and opinions, and upon such occasions every detail of the business is thoroughly gone over, to better equip the men for the next year's work.

The sales for 1906, were not only highly gratifying, but the San Felice alone was found to have been oversold by 8,000,000, and recently an additional factory was opened at Wapakaneta, at which about 200 hands will be employed.

Rutherford Clear Havana Cigars are sold by successful dealers. There is a Reason.

A. T. CO. IN WHISKEY BUSINESS.

Rumor that the Big Concern Wishes to Create a Monopoly.

Rochester, N. Y., Jan. 21.

The following story from Rochester puts the American Tobacco Co. in a new light, and has the company further expanding, of the rumors are founded on fact.

According to rumor, the American Tobacco Company, which is said to have already entered the whiskey field, is the concern that has sought to obtain options on both the common and preferred stock of the New York & Kentucky Company. Walter B. Duffy, president of the New York & Kentucky Company, to whom the options were given by the stockholders, is out of the city, and nobody in Rochester was able yesterday to give any information as to the identity of the interests in the deal. Many rumors have been heard and many guesses have been made on the subject during the last six or eight weeks, but no more is actually known here today than was known the day the request for the options was received.

A resident stockholder of the American Tobacco Company said that he was certain his company was not interested in the deal, because if it was he would have heard of it. But it is possible that while the American Tobacco Company may have no interest in the deal, individual stockholders identified with the controlling interests in the American Tobacco Company are behind C. E. Shearin & Company, the New York advertising agents who solicited the options.

No connection between the company and any distilling interest is indicated by the American Tobacco Company's board of directors, but it is said that either the American Tobacco Company or certain men identified with it want to organize a whiskey manufacturing trust that shall be in its field what the American Tobacco Company has become in the manufactured tobacco business. To this end, it is said, they have already acquired a controlling interest in the Wilson Distilling Company, of Baltimore, and endeavored to acquire the control of the New York & Kentucky Company. But in the latter company Mr. Duffy insisted that every stockholder should have the privilege of participating equally with those who held the control, and the response to Mr. Duffy's invitation to tender proxies to him was so general that if the sale is consummated practically the entire stock issue, rather than merely the control, will be taken over.

Other companies that have been mentioned in connection with the proposed purchase are the Acker, Merrall & Condit Company and Park & Tilford, both of which are incorporated and operate wholesale and retail stores. By including the Distillers Securities Company all of the concerns that have been mentioned in connection with the proposed sale are named.

A Good Pair to Go On . . .

Two of Our Popular Five Cent Brands.
Our Goods are Made of Best Selections,
Made Carefully, and Made to Duplicate.

Wolf, Neff & Co.

RED LION, PA.

W. B. HOSTETTER & CO.

PACKERS and DEALERS in

LEAF TOBACCO

Georgia Wrappers Packed Like Sumatra

We Make SCRAP Filler, Ready for Use

York, Pa.

ARE YOU SCARED!!

If not, try some of the Special Lot of Sumatra of which we have now **60 bales left,** and we are selling it cheap

DON'T BE AFRAID!!

We will sell as small a quantity as a pound to convince you that it is **Genuine Imported Sumatra**

It is on account of the large quantity we bought and imported that we are able to sell it at the price we are asking and it is a rich, medium color in Second Sizes, Good Burning, Yield and Quality

The Price is $2.55 per pound

Less For Bale Lots

L. G. HAEUSSERMANN & SONS

Importers, Packers, Wholesalers
and Retailers of

CIGAR LEAF TOBACCO

240 Arch Street **Philadelphia**

Gieske & Niemann, Packers & Dealers in Leaf Tobacco

No. 204 South Charles Street
Baltimore, Md.

STAY IN THE LICORICE CASE.

Judge Hough Allots Sixty Days, But Refuses New Trial.

New York, June 21.

The companies said to be allied with the tobacco trust, found guilty of combination and illegal restraint of trade by unjust monopoly in connection with the licorice paste industry, were fined a total of $18,000 in the United States Circuit Court by Judge Hough.

The MacAndrews & Forbes Company of this city was fined $5,000 on each of the two counts.

The John S. Young Company, of Baltimore, was fined $4,000 on each of the two counts.

Judge Hough said in his decision that he made this difference in the fine because he felt that there had been shown a difference in activity and responsibilty on the part of the two companies.

A motion for a new trial and arrest of judgment was made by John D. Lindsay before Judge Hough in behalf of the defendants.

He granted a stay of sixty days on motion of John D. Lindsay, but denied a motion for a new trial.

H. FIETIG & BRO. DISSOLVED.

The old and widely known firm of H. Fietig & Bro., packers of leaf tobacco and manufacturers of cigars, with headquarters in Cincinnati, has been dissolved, and two new firms have been formed by dividing the business interests of the old firm. One of the new firms is now known as H. Fietig & Son, who have taken over the leaf tobacco branch of the business, and have warehouses at Miamisburg, O., while the cigar manufacturing branch of the business is being continued in Cincinnati by Arnold Fietig & Son.

OFFICERS FOR LOUISVILLE LEAF TOBACCO EXCHANGE.

Louisville, Ky., Jan. 21.

The Louisville Leaf Tobacco Exchange has elected its officers for the next year, and E. J. O'Brien, who has been President for five years was chosen. There were some spirited contests for the minor positions.

The other officers and committees chosen were as follows: W. O. Head, First Vice President; F. G. Harpring, Second Vice President; F. W. H. Hahn, Treasurer; R. B. Green, Secretary.

The following Executive Committee was selected: Warehouse men—W. O. Head, J. G. Harris and George C. Turner; Buyers—J. A. Robinson, F. G. Harpring and F. W. H. Hahn. On the Reclamation Committee the following were appointed: Warehouse men, J. G. Harris, Evan H. Reese, George C. Turner and J. C. Bright, Buyers—J. F. Dannehold, Rucker Hampton, N. C. Shouse and J. M. Buckner, Jr.

DEATH OF MRS. GROS.

Friends of E. Gros, proprietor of the Anti-Trust Cigar Co., at Washington, D. C., will be grieved to learn of the death of Mrs. Gros.

HIRSCHBERG'S FLORIDA

It is perhaps not generally known that Julius Hirschberg & Bro., well known leaf tobacco dealers at 125 North Third street, Philadelphia, are also growers of Florida Sumatra, yet such is a fact.

On their plantation in Florida they have raised this year a crop of Sumatra which they say is as fine a specimen as as ever raised in the Peninsula State. During a rceent interview with Mr. Harry Hirschberg, of this firm, we were informed that while they were prepared to supply their trade direct from their own plantation they are not yet ready to offer the goods because they felt that it would be only doing an injustice to the real quality of the goods, as well as the trade too offer the goods to early. The colors they claim will be more beautifully set and the real merit of the goods will be all the more fully apparent a few weeks later.

PITTSBURG STOGIE FACTORY SALE.

George Steuernagle, manufacturer of stogies, and jobber in tobacco and cigars, at 5143 Penn avenue, Pittsburg, has sold out his business to the Penn Cigar Company, which is composed of Messrs, Herring and Gettis, who will continue in business at the old stand. These gentlemen have had some experience in the manufacture of stogies, and seem well equipped to continue the business successfully.

Constitution Seed & Havana Cigars are the Best that can be made. Do you sell them?

PHILADELPHIA LEAF MARKET

The seed leaf market during the past week was more animated than for some time past, and more numerous sales were consummated. There has come to our notice specially, sales of 200, 300 and 357 cases respectively of Pennsylvania; one of over 100 cases of 1905 Wisconsin, and one of 150 cases of Zimmer Spanish. There is much inquiry for all kinds of B's and filler goods, with comparatively few and small offerings, indicating that there is not much in the market to offer.

There is a heavy demand for Florida tobacco with but small offerings, which is also regarded to indicate that the Florida tobaccos were largely contracted for previous to being bulk sweated, and during the sweating out process the fact was developed that there is a much smaller percentage of prime light goods than was anticipated, and some packers are finding themselves unable to fill their contracts.

The Havana market has also again shown a little more activity. Several sales, aggregating about 400 bales, have been reported during the week.

Sumatra sales were largly in sample bale lots, apparently indicating that it was taken for immediate use. There was but one house that sold several lots as a whole, closing out certain marks of their inscriptions.

Write for Samples & Prices

Established 1895 Telephone Connection

T. L. ADAIR
Manufacturer of
Fine Cigars
Red Lion, Pa.
Special Lines for the Jobbing Trade

Write for Prices and Samples

SIGNS!

Designers, Printers, and Lithographers of
CLOTH, ROPE FIBER and CARDBOARD SIGNS, AND PAPER POSTERS.

In Weatherproof Colors

We have Something New In FOLDED EDGE SIGNS.

UNION LABEL on Work When Desired
We Furnish QUALITY AND SERVICE

THE MASSILLON SIGN & POSTER CO.
MASSILLON, OHIO.

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

John U. Fehr Established 1883 Geo. N. Fehr

J. U. Fehr & Son

Importers and Packers of

Leaf Tobacco

700 Franklin St., 101 to 107 S. 7th St.,

READING, PA.

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia

Long Distance Telephone, Market 3025.

S. Weinberg

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEA

120 North Third Street

PHILADELPHIA

Tobacco

Cable Address, "Heiland, Lancaster" Telephone Service

JOHN F. HEILAND & CO.

COMMISSION MERCHANTS AND DEALERS

Leaf Tobacco

Eastern Agents MaGee Tobacco Case

Representing

George H. Rumrill, Janesville, Wis.;
The Miami Valley Leaf Tobacco Co., Dayton, O.;
The Krohn Tobacco Co., Windsor, Ct.;
Downard & Koking, Cincinnati, O.;
F. W. Dohrmann & Son, Cincinnati, O.;
Meiskey & Heiland, Lititz, Pa.

48 E. Chestnut Street

P. O. Box 178

LANCASTER, PA.

H. VELENCHIK S. VELENCHIK

VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

HENRY RINDSKOPF

Packer and Importer of

Sumatra, Havana and Domestic **LEAF TOBACCO**

N. E. Cor. Fifth and Washington Sts.

Reading, Pa.

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630-636 N. Prince St.

Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of **Sumatra and Havana**

Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

No. 240 Arch Street, Philadelphia, Pa.

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.

Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

NEW LEAF BUYERS ARRIVING IN HAVANA.

Investing Only Sparingly, However, on Account of High Prices. The Unfavorable Weather Conditions Still Prevail, But There is Yet Some Little Hope for a Fair Crop of Remedios.

Special Correspondence of The Tobacco World.)

Havana, Cuba, January 14, 1907.

Since my report of a week ago quite a number of new buyers have made their appearance in our market, but still the transactions for the week have not been very large. Some of our visitors have brought their wives and families along, and only attended to business in a desultory fashion, while the majority, owing to the prevailing high prices, invested only very sparingly in order to cover their absolutely pressing needs. The weather conditions for the Vuelta Abajo and Partido sections are still exceedingly unfavorable, as no rain has fallen in these districts. As far as the Santa Clara province is concerned I am told that the few showers which have really fallen have not yet improved conditions materially. Still the pressing need of rain is not as great as in the province of Pinar del Rio, and people well informed assure me that if only one or two good showers would fall during this month, there will still be a hope of raising quite a fair crop of Remedios tobacco. People, however, who are speculating upon lower prices for the 1907 crop may be sadly disappointed.

Statistical figures pubilshed by "El Tabaco" show a decrease of 39,661 bales during the year 1906 as compared with the year 1905. The exports of cigars, however, increased during the same period—29,709,508 cigars; cigarettes, 3,814,199 packages; exports of picadura about 110,000 pounds, or 49,923 kilos.

While the exports to all countries have decreased, the United States, however, has received 11.885 bales of leaf tobacco more in 1906 than in 1905, and the increase in exports of cigars to the United States has been 14,802,150 cigars during the past twelve months.

Buyers Come and Go.

Arrivals.—H. Erlich and S. J. Janover, of the Erlich Manufacturing Co., Matt Berriman, of Berriman Bros., A. Bustillo, of Bustillo Bros. & Diaz, and Jose Silva, of Jose Silva Co., Tampa; I. and Albert Kaffenburgh, of I. Kaffenburgh & Sons, Boston; Fred Opp, of Weinheimer & Opp, St Louis; August Biederman, of Brooklyn, N. Y.; David Delmonte, Ernest Ellinger, of E. Ellinger & Co., Manuel Lopez, of Calixto Lopez & Co., and Captain Mike Flaherty, cigar importer, of New York.

Returned:—Joseph Mendelsohn, of M. Suarez & Co., and Jose H. Cayro, of Jose Cayro e Hijo, Havana.

Departures:—Dionisio Hevia, Leo F. Weiss, Louis Jacobs, George W. Nichols, Harry Erlich, S. J. Janover, M. W. Berriman and August Biederman, for New York City, A. Artolozaga, for Key West, and Arthur Morris, for London.

Havana Cigar Manufacturers

continue to be busy, and cannot complain of lack of orders, although some of them are finding great difficulty in replacing their rapidly diminishing stocks, excepting the few larger ones who are fortunate enough to have large supplies on hand.

H. Upmann & Co. shipped 700,000 cigars last week of their own and other independent brands. Business is flourishing with them, and they are working under full pressure in their famous H. Upmann factory.

Partagas is likewise fully occupied, having plenty of orders and sufficient stock on hand to fill the same.

Sol is also doing a very steady business, and Behrens & Co. were fortunate enough to purchase several hundred bales of old leaf to increase their holdings of fine Vuelta Abajo vegas.

Por Larranaga is as busy as ever, and Don Antonio J. Rivero has lately received some good orders from the English market, besides the regular steady call from the United States.

Ramon Allones and Cruz Roja are busy.

Eden, through the arrival of Don Manuel Lopez, is showing increased activity, as he brought along quite a batch of orders.

Buying, Selling and Other Notes of Interest.

Sobrs. de A. Gonzalez sold 425 bales of Remedios and Vuelta Abajo during the past eight days.

Matt Berriman managed to pick up some 400 bales of choice leaf during his short stay here.

A. Pazos & Co. disposed of 256 bales of Vuelta Abajo and Partido.

Jose Silva secured 200 bales of the best vegas of Vuelta Abajo and Partido which are still to be had in our market.

Grau, Planas & Co. were sellers to the extent of 200 bales of Remedios.

David Delmonte has started laying in stock, and has begun with 200 bales, and from good sources I learn that he

HUNTER 5c. Cigar

is successful with successful dealers.

El Draco Cigar Mfg. Co., Phila.

ESTABLISHED 1844

H. UPMANN & CO.

HAVANA, CUBA.

Bankers and Commission Merchants

SHIPPERS OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF

The Celebrated H. UPMANN Cigar Brand

FACTORY: PASEO DE TACON 159-169

OFFICE: AMARGURA | HAVANA, CUBA.

PABLO PEREZ CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

Lewis Sylvester & Son

HAVANA, CUBA Monte 56 | NEW YORK 165 Front Street

Packers and Importers of

Vuelta Abajo, Partidos, Remedios

BEHRENS & CO.

Manufacturers of the Celebrated Brands,

SOL and LUIS MARX

Consulado 91, HAVANA.

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en Tabacos Finos de Vuelta Abajo, Partidos y Vuelta Arriba

Monte 114,

(P. O. Box) Apartado 270. Cable: ZALEZGON. Habana.

JOSÉ MENENDEZ

Almacenista de Tabaco en Rama

Especialidad TABACO de PARTIDO

Vegas Proprias Cosechado por el

Monte 26, Cable: "CAMOENS" Habana, Cuba

S. Jorge Y. P. Castaneda

JORGE & P. CASTANEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

PARTAGAS

Independent Cigar Factory

The Oldest Brand

The Best Cigar

Cifuentes, Fernandez y Ca

Proprietors

174 Industria Street

Cable: CIFER. Habana, Cuba

Bruno Diaz R. Rodrigues

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

Cable:—ZAIDCO HABANA, CUBA.

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123,

Cable: ONILEVA. *Habana*

SUAREZ HERMANOS,

(S. en C.)

Growers, Packers and Dealers in Leaf Tobacco

FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA.

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: Vuelta Abajo and Partido

Warehouse and Office, 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO." Correspondence solicited in English

HENRY VONEIFF F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

Packers and Exporters of LEAF TOBACCO

73 Amistad Street, HAVANA, CUBA.

Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

EVARISTO GARCIA JOSE M. GARCIA

J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128, Cable: "JOMAGARCIA" HABANA, CUBA

is in treaty upon some fine 1st capaduras of Remedios which he will undoubtedly secure, even if, as he complains, the prices are far too high.

Sales

Total sales last week amounted to 1,931 bales in all, divided into 975 bales of Vuelta Abajo 306 of Partido, and 650 of Remedios. For the American market 1,006 bales were purchased, while the home manufacturers of cigars and cigarettes are credited with 925 bales.

Isaac Bernheim of J. Bernheim & Son, was also one of the arrivals last week, and if I am correctly informed this house is already making an active propaganda among the principal vegas of Santa Clara province.

Receipts From the Country

for week ending January 12, 1907:

Vuelta Abajo	8	bales
Remedios	2,367	"
Santiago de Cuba	35	"
Total	2,410	"

Constitution Seed and Havana stands for Quality and Workmanship. Remember that.

THE TOBACCO TRADE IN BOSTON.

What the Principal Tradesmen are Doing to Advance Business.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., Jan. 21.

Trade has been rather quiet the past week.

We have had some cold weather; in fact during two days the thermometer wavered around the zero mark. Visiting drummers are coming thick and fast, but most are booking orders for future shipments.

Rumors have reached here that L. Miller & Sons, New York, have sold out to the trust. Millers' principal seller in this market is the LeRoy short smokes.

The contract between Butler-Butler, inc., and Geo. Stimson, here, expired on the 15th. Butler-Butler intend to spend some money to get their brands on a better footing in this market. Al Bloom, with the Butler-Butler concern, has been calling on the wholesale trade this week and asking the jobbers to send back all the old goods on hand in Egyptian Straight Cut cigarettes, and get fresh goods.

Calendars have been greatly in demand this year. Even during the past week many demands for same were made on retailers whose supply has been exhausted for the past fortnight. Royal Bengal and Omega calendars are late arrivals.

Emil Abrahams who has the account of Pacholder & Co., Baltimore, has been doing well with this line. He recently took orders for private brands from Erlich & Kof, Norma Cigar Co., Geo. Melhado, and Sam Banard.

Sam Kitsas, a Tremont street retailer, is showing up a nice assortment of French clay pipes, and reports a satisfactory sale of same.

Jaynes & Co., the cut price druggists, have been using this week a window especially decorated with all kinds of playing cards and mostly featuring their own brand of playing cards at 17 cents a pack.

An attractive display of the Menashi cigarette is at the Bedford street branch store of Jaynes & Co. J. P. Mulligan is still on deck, and will be very busy for the next two weeks securing good locations in which to make displays.

The Crimson Cigar Co., manufacturers and retailers, at 403 Columbus avenue, although not yet in business a year, are more than satisfied with the way in which their Crimson brand is duplicating. This concern is composed of three practical cigarmakers, all are hustlers, and with hard plugging I expect some day to find them on the top of the heap.

J. Wilensky, retailer at 932 Washington street, intends doing a little cutting in prices. He has started by offering the Cremo cigars at 4 cents each, or 7 for 25 cents, and all 10 cent cuts of plug at 3 for 25 cents.

Ralph M. Gans, of Gans Bros., New York, was in town yesterday. He brought with him samples of three new sizes of the William the Fourth brand. One of the new sizes is a 5 cent pony and ought to sell well, being a strictly long filler piece of goods and the packing is very handsome. S. A. Frank, the local factory representative, has opened up many new accounts since the first of the year, and expects to greatly increase the business during the coming season.

Morris Wolfson, proprietor of the two stores on two corners of Traverse and Friend streets, intends shortly to use the store at the south east corner as a boot and shoe shining parlor and also sell cigars as heretofore.

Huell Sisters, 14 Bedford street, operate one of the smallest cigar stores here. The store nevertheless is nicely stocked and fitted out, and they are doing a fairly good business for this time of the year.

The Union League 5 cent cigar is being used as a leader this week by J. P. Mahoney, of the Baltimore Dairy Lunch Cigar Stand. This cigar stand is the only one in New England that has barred out paper cigarettes of every description, and even with this handicap is increasing its cigar business yearly.

Cartoffs' new cigar stand in the Cafe at 16 Dock Square, opened for business last Monday.

The Goodwin Sisters, Scollay Square, who really have a good cigar stand, report trade a trifle slow since the holidays. Their leaders in clear Havana cigars are Dona Roma, William the Fourth, El Cura, and Cortez. In seed and Havana the Smokecraft and Bayuk Bros' Blue Ribbon cigars are good sellers.

Papers of incorporation were filed this week by the Markell Drug Co., which operates a cut price drug store on Tremont Row and two branch stores over in Chelsea.

Mr Gifford, with the American Tobacco Co, is paying particular attention to the new sliced plug Fore and Aft. A certificate as being packed in each 5 lb. carton and for the return of 20 of these to the American Tobacco Co.'s premium department a handsome clock is being sent gratis. This offer is good for one year.

Brother Vaugh, who has charge of the Bairam cigarette, has of late been canvassing the swell hotels and clubs, and expects soon to see good results.

The Surbrug Co., New York, for a short time are offering jobbers 10 per cent free goods on the Egyptian Arab, and all seem to be taking advantage of the new deal.

(Concluded on page 20)

Established 1834

POR LARRAÑAGA

Independent Vuelta Abajo Factory

Antonia Lopez Cuervo, Vda. de Rivero PROPRIETRESS

Antonio J. Rivero, Ricardo E. Rivero, MANAGERS

Offices: Belascoain, 2 B,

P. O. Box 374, HAVANA, Cuba.

Cable Address: Larranaga, Havana

A B C 4th and 5th edition.

Trade Mark Registered Codes used: Lieber's Standard (Ed. Espanola)

First Prizes in Twenty Expositions. Grand Prix with Gold Medal in Liejo, 1905.

Representatives and Agents in all the Great Cities of the World.

Sole Agent for the U. S.: C. BARRON TAYLOR, 93 Broad St., New York.

JOSE F. ROCHA,

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100,

Cable: "DONALLES." HABANA, CUBA.

CHARLES BLASCO

Commission Merchant

Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25,

Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street, HABANA

Cable:—REFORM.

A. M. CALZADA & CO.

Packers and Dealers in Leaf Tobacco

and COMMISSION MERCHANTS

Monte 156, HABANA, CUBA.

P. O. Box, 595. Cable: "CALDA."

NDELSOHN LOUIS A. BORNEMANN MANUEL SUAREZ

Mendelsohn, Bornemann & Co.,

Importers of HAVANA TOBACCO and Commission Merchants

New York Office: 196 WATER STREET

Havana, Cuba: MANUEL SUAREZ y CA., Amistad 94

Cable Address: DERBA. Telephone: 1629 John.

WM. BADER

Importer of Havana Tobacco

4 Burling Slip, NEW YORK

A Specialty of HAVANA WRAPPERS and FILLERS at retail. Mail orders promptly filled

GONZALEZ Y MIGUEL

Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

ERNEST ELLINGER & CO. *Office: No. 161 Water Street New York*

Importers of HAVANA TOBACCO

R. & B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.

NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.
Importers & Packers of **Leaf Tobacco**
Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers
IMPORTERS AND PACKERS OF **LEAF TOBACCO**
Established 1888. Telephone, 4027 John.
No. 163 Water Street, NEW YORK.

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
RES. CORNER KUIPERSTEEG AMSTERDAM.
TELEPHONE, "377 JOHN."
2 Burling Slip, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
HAVANA, CUBA

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227 Amsterdam, Holland.
OFFICE: 183 Water St.
Cable Address: "HERE." NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

New York, January 21.

There was marked activity in the leaf market during the past week, with a general improvement noticeable. Aside from the fact that the market was being visited by a number of out of town buyers, the activity was greatly augmented when announcement was made of a stupendous transaction in 1905 Wisconsin between two of the largest handlers of that class of goods. And besides that, there was liberal buying of a variety of leaf by dealers and manufacturers to replenish stocks. Wisconsin was the most pronounced type dealt in last week, but there was no lack of demand for other goods. Pennsylvania leaf was also a strong factor, and the slightest shade in price quickly brought ready buyers. Offerings of light Connecticut wrappers were about the only class of domestic leaf that did not meet with quick response.

The Havana situation is not the most encouraging, and while there appear to be large quantities in warehouses, importers and dealers admit that much of it is being held by manufacturers.

In view of the fact that the new crops in Cuba are suffering from drought, there is some uneasiness felt in fear that the crops may again become stunted and a shrinkage ensue. There has been, therefore, a tendency for an advance in prices.

Sumatra, too, has been fairly active, with indications that manufacturers' stocks are steadily diminishing, and some fair sized sales were reported, though not in surprisingly large individual lots. The trade is already beginning to look forward to the possibilities of the early inscriptions at Amsterdam.

E. Rosenwald & Bro. last week consummated the sale of a packing of 3,000 cases of 1905 Wisconsin tobacco to Julius Marqusee, making him now, it is stated, the largest individual handler of Wisconsin tobacco. The immense volume of business done by Mr. Marqusee during the past year is fairly marvelous. He is credited with a business of about 75,000 cases of domestic leaf tobacco during last year.

Mr. Marqusee's transactions during the past year have fairly amazed some of the older dealers in this city. But this last one, which is regarded as a masterstroke, shows that he has unbounded faith in the merits of 1905 Wisconsin.

As early as two weeks ago it was rumored here that the business of L. Miller & Sons had been sold out to the American Tobacco Co., but no confirmation has yet been made by either party concerned, yet it is now generally regarded as an accomplished fact. Several of the best known brands produced by the Miller factory are the Le Roy, an all tobacco little cigar; the Grumbler cigar, and Veribest smoking tobacco. The firm has, however, quite an array of brands and makes a large variety of goods. They have been doing an extensive business.

The Colonial Tobacco Co., composed of S. Aaron, formerly a cigarette jobber, and Otto R. Hartman, president of Philip Morris & Co., Ltd., cigarette manufacturers, and which firm has been doing business at 141 Columbus avenue, has removed to 84th street and Third avenue.

The United Cigar Manufacturers' Co. has now equipped a complete cigar box manufacturing plant, at New Brunswick, N. J., which will soon be in operation. There has been much talk lately in New York, of alleged abuses on the part of cigar box manufacturers, and their apparent dereliction in filling cigar manufacturers' orders. It was claimed that the cigar box manufacturers had formed themselves into a combination or pool for the purpose of boosting prices of boxes, but the cigar box makers' side of the story was that the prevailing conditions were owing entirely to the lumber situation, and that they were compelled to pay such enormous prices for lumber that they were practically helpless in the matter of prices and had either to obtain the advances or be virtually forced out of business.

Project after project, looking to the establishment of new independent cigar box factories were broached, but there have been only one or two additional factories started so far. It seems not impossible that several of the larger cigar manufacturers may soon try the plan of equipping a box making plant as a part of their establishments, if not in separate buildings, and a distinct enterprise. In fact the action of the United Cigar Manufacturers' Co. may be a forerunner.

Jos. Mendelsohn, of Mendelsohn, Borneman & Co., is still in Havana, and will probably remain there for several weeks yet. In the meantime Mr. Borneman is kept steadily busy at the firm's New York office in looking after the office routine and waiting on visiting customers.

Chas. Wasserman, with Max Gans & Son, has started on an extended Western trip, while M. Bauml, with the same house, has been earnestly looking after the Pennsylvania trade.

The A. Hussey Leaf Tobacco Co., at 176 Pearl street, made a remarkably good record during 1906. There is perhaps not a single cigar manufacturer in the United States who is not being carefully kept in touch with by this pioneer mail order leaf house.

Schroeder & Arguimbau report that they are almost overwhelmed with inquiries regarding their new Florida tobacco, and that they fear the packings will not be nearly sufficient to meet the demands.

In the suit brought by Nat J. Rice, for many years representative of the R & W. Jenkinson Co., stogie manufacturers of Pittsburg, against M. Melachrino, a Turkish cigarette manufacturer of New York, by whom Rice was more recently employed, answer

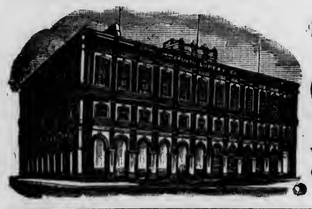
(Concluded on page 18.)

HUNTER—A Nickel Cigar
Has won many races for dealers. Try it.

For Genuine Sawed Cedar Cigar Boxes, go to L. J. Sellers & Son, Established 1880 KEYSTONE BOX CO., SELLERSVILLE, PA.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
and
Growers of Georgia Sumatra
142 Water Street, New York

EDEN CIGAR FACTORY



of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

Established 1840. Cable "Nargh."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane, NEW YORK
EDMUND H. SMITH
ERNST SMITH

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF **Tobacco**
185 Water St., New York

Cigar Moisture and Moisture Proof Boxes and Cabinets
BUBECK & GUERIN

Office, Factory and Sample Room
115 to 121 East Thirteenth St. New York
Write for Illustrated Catalogue.

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

JOHN W. MERRIAM & CO.
"At the Sign of the Bull Dog," New York
Real Habana Segar Makers and Importers
Habana Scraps and Cuttings for Sale

JOSH BILLINGS
5c. Cigar
"There hain't none better than the best."
—JOSH BILLINGS.
This Is the Best.

A cigar of merit with a push behind it.
The Best Little Cigars ever offered the American public.
Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship.
Finest package.
I. LEWIS & CO.
Makers,
Established 1870. Newark, N.J.
Z. JOHN NORRIS,
Manager of the Philadelphia Office,
111 Market St.

E. A. CÁLVES & Co. HAVANA IMPORTERS OF 123 N. THIRD ST. PHILADELPHIA

Established 1881 — THE — Incorporated 1902

TOBACCO WORLD

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PHILADELPHIA, JANUARY 23, 1907.

STUPID BLUNDERING.

The daily press has been heretofore, and frequently, severely critisized for its apparent blundering whenever an attempt was made to handle a matter of trade news, even though it was in the shape of current events.

A few days ago we were treated to an amusing notice, to the effect that 1905 tobacco was selling in the Lancaster market for 17 cents. This innocent and harmless looking announcement appeared in one of Philadelphia's most careful and conservative daily papers, and no special censure can be placed upon its State news editor, who undoubtedly accepted it from the Lancaster correspondent in absolutely good faith. But that does not excuse the Lancaster correspondent, who grossly misinformed his paper, perhaps owing to a lack of the sense of keen conception which it is so essential for a competent newspaper man to possess, or possibly from wilful negligence, if not malicious intent.

The facts remain that to the experienced tradesman upon whose notice he announcement fell, it created consternation in no small degree, but the injury which it brought about, can hardly be fully appreciatted save by those who are members of the trade.

It is very well remembered that at the close of the buying activities in Lancastser county in December last, the 1906 crops were being bought at arouud the 16 cent mark. If, therefore, the 1905 packing should be offered at 17 cents, what a panic the market would soon be in! It was the degree of uncertainty as to the truthfulness of the statement that caused all the mischief for the time being. The leaf man was fearful of the consequences, and the manufacturer hoping that it was correct. It was not until after several days had elapsed, that the erroneousness of the report was fully established, and the trade once more resumed it usual equilibrium. The 1905 tobacco still remains firm.

POOLING THEIR ISSUES.

Several recent auction sales have formed the foundation for one of the most amusing events of the week. There have been held recently a series of three sales of leaf tobacco at public auction, and this has furnished food for the thought of the enterprising would-be buyers, be it considered unscrupulous or not. Anyway, this is what happened: At the sale most recently held there were about twenty buyers who resolved themselves into a sort of pool or combination to prevent the bidding up of prices. This score of buyers repaired to the office of a leaf man, disinterested, otherwise than as stake holder, and there they agreed on a modus operandi. One of the number was elected to do the buying, and he appears to have carried out his work very successfully, for he secured all the tobacco that was offered, and at a very low figure. Then the tobacco was again auctioned off, but only members of the pool were allowed to participate. The result was that the tobacco brought more at the second sale by $550, than was paid for it at the public auction, and that amount was divided pro rata among the participants, realizing them about $21, which was not a bad day's wages; and yet each member of the pool or combination was enabled to buy such lot or lots of the tobacco as he most desired, by paying whatever price it might bring, knowing at the time that he would participate in a full share of the profit accruing therefrom.

The scheme worked admirably for the buyers, but as can be readily seen very disastrously for the original seller of the tobacco.

It does seem that in the early dawn of the twentieth century Philadelphia's proverbial slowness has been cast to the winds. And this is not the first instance of the kind on record. It has been learned that for some little time past, a prominent down-town tobacconist has been prize-master in similar sales of all kinds of goods, and that his enterprise has been netting him a couple of hundred dollars weekly.

OVR BOSTON BUREAU.

Attention is respectfully called to the fact that The Tobacco World has a bureau at 19 Devonshire street, Boston, which it may be well for members of the trade in the East to make careful note of.

The Boston bureau can be addressed upon any subject, and our representative there will endeavor to meet all requirements.

Our representaive will appreciate any requests for him to call, upon either a news or business matter.

Philadelphia Tobacco Trade.

Philadelphia retailers are doing a moderately good business, and fewer complaints are heard than was expected would be found when the usual round was made. It is a noticeable fact, however, that among dealers who are more centrally located, sales are running largely in higher priced goods. The office building sections of the city, in which the larger financial institutions are generally located, are by many considered the most desirable locations for cigar stores carrying a line of the higher grades of goods. Consistent with this idea, Yahn & MacDonnell, at 15th & Chestnut streets, are soon taking possession of the 4th and Library streets corner store, formerly occupied by Fleck & Co. The latter named firm have not secured a suitable place up to this time, but are hopeful of being able to find a satisfactory location at an early date.

The entire trade is much grieved at the death of Mr Ed. Broomall, of the Broomall-Lafayette Cigar Co., at 111 S. 13th street. Although Mr. Broomall had been ill for some time, there seemed to be ample reason to hope that he would recover. The business, we understand, is likely to be continued by Geo. W. Worthington, who had been associated with Mr. Broomall for several years past.

The N. J. Dalton Co., who are vacating the Fifth and Chestnut streets store, have secured another location at 533 Chestnut street.

M. Scheinfeld, who has for some time past been at 1825 Ridge avenue, doing a wholesale and retail business, has purchased a property at 1604 Ridge avenue, just two doors from the corner which had been formerly occupied by him, but which he was obliged to vacate owing to a change in ownership of the property.

A. Reeder, of the Petite Cigar Manufacturing Co., of New York, was a recent visitior here, and opened several desirable new accounts on the firm's El Wasco brand. Mr. Reeder intended visiting Baltimore, Washington, Pittsburg and other points in the Middle West before returning to New York.

Miguel Gonzalez, who has been associated with Hilbronner & Jacobs since the formation of the firm, as superintendent of the factory, is no longer connected with the house.

The new building of Frank Blatt, a well known West Philadelphia retailer and jobber, at Lancaster avenue and Forty-first street, is now about completed, and Mr. Blatt is in possession of the first floor, which is beautifully finished and furnished, and in which he will have a thoroughly up-to-date retail department.

W. H. O'Keefe has taken possession of the old cigar stand under the Walnut Street Theatre, at Ninth and Walnut streets. It is one of the oldest cigar stands in the city. The store has, however, been refurnished and greatly beautified.

The United Cigar Stores Co. has secured the premises at Fifth and Market streets which were until recently occupied by I. Lohengrund. Mr. Lohengrund has removed his store to Fourth and Market streets. Alterations are now being made for the United people at the Fifth and Market streets premises as well as at the corner of Tenth and Market streets which corner they recently secured. The Tenth and Market streets store will be but a few doors away from the retail department of Otto Eisenlohr & Bros. of Cincy fame.

Frank Kuhn has retired from the well known up-town jobbing house of F. Kuhn & Bro., at Fifth and Girard avenue. The business will, however, be continued by Ferdinand Kuhn, under the old firm name.

Roy Emery, a bookkeeper in the employ of Arthur Hagen & Co., has been for several weeks in an hospital, due to an attack of typhoid fever; he was thought to be improving nicely, when most unexpectedly he suffered a relapse, and his condition now is very serious.

There have been some quite active times so far during the present year at the headquarters of the El Draco Cigar Manufacturing Co. The firm is thoroughly renovating and papering its office and making numerous other improvements. Col. Levine, a veteran cigar salesman, who has been with this house for some time, is now covering New York and the Eastern States, and some large orders are beginning to arrive. Chas. Heath, also with this firm, is looking after their interests through Pennsylvania. M. J. Casserly, who in point of service is one of this company's oldest salesmen, is now also following up his territory with great vigor, and many a substantial order is the result. J. E. Matthews, who was with this house up to January 1, is not in their service this year.

Chas. Eisenlohr, of Otto Eisenlohr & Bros., leaves this week for Havana, Cuba, with a party of friends. It will be largely a pleasure trip.

The selling forces of the Theobald & Oppenheimer Co. have now all returned to their respective posts, having left assurances with the house that they were entering upon the most vigorous campaign of their lives. With this determination on their part to put the T. & O. goods even more to the front, if such a thing be possible, Mr. Spotz, the President of the company, assures us that he is already feeling the effect of their work by the astonishing rapidity in which orders are coming in. J. A. Rigby, of this company, returned to his home at Mansfield, O., last week.

The Sultzberger-Oppenheimer Co. has secured the services of H. W. Ferkler, who was formerly a salesman with the retiring firm of Newburger & Co.

Sig. A. Mayer & Co. have taken over the titles, brands, etc., of Newburger

J. F. REICHARD

Packer and

Dealer in

ALL

GRADES

OF

Cigar Leaf Tobacco

Main Office and Warehouse:

CRALEY, PENNA.

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

1903-4-5 Zimmer Spanish, 1905 Gebhardt, 1905 Dutch, 1905 Connecticut, etc.

Porto Rico Cigar Co.
Red Lion, Pa.
WHOLESALE CIGAR MANUFACTURERS
Major Paul
Lord Selkirk } 5c.
Arrow Point
Tom Lewis—2 for 5c.
Wholesale and Jobbing Trade Only

El Ono
Union Made
5-Cent Cigars
are as Good as Cigars Can be Made
Chas. A. Oberly, Maker
LEBANON, PA.

Wisdom on the Label
Wisdom in the Cigar

A 5c. Smoke that is so Good It is Bound to Repeat

Ohmit & Kraft
East Prospect
Pa.

Cigars of Quality Sell and Repeat.

Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

"A Wonderful Nickel's Worth"
That's What the Consumer Says About
***The* FERNSIDE**
For He Gets That Rich Taste and Aroma
Looked For in a More Expensive Cigar
Let us send you Samples of this Steady Seller
GEO. W. PARR, Littlestown, Pa.

& Co., and have issued notice to the trade that they will hereafter supply the trade with the Rugby, Louis Mann and Cora Tanner brands, along with others which they have been previously using. This is regarded as a very enterprising move on the part of Mayer & Co., for the reason that there is already established quite a trade on the brands of Newburger & Co.

The Perfect Bunching Machine Co., of 132 Souuth Sixth street, who recently placed upon the market their Perfect bunching machine, are meeting with most encouraging success. Many letters of commendation are being received, and many visits by manufacturers and others interested are being made at their demonstrating rooms. In fact we are informed that one well-known manufacturer who had had a machine shipped to him on certain conditions, had the machine but two days when he sent the company a check in full payment for the machine, and requested that more be sent as soon as they could be gotten ready. The company hardly need a stronger testimonial than this concerning the merits of this machine.

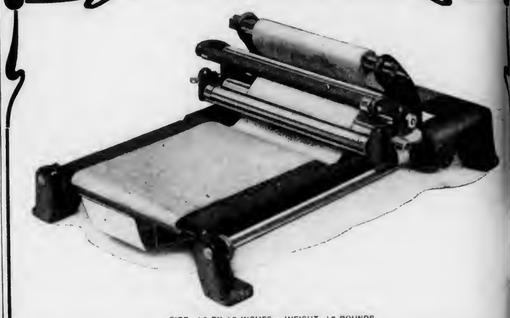
There have been quite a number of out-of-town visitors here during the past week, including E. E. Kahler, of Reading; S. R. Kocher, of Wrightsville; Hiram Martin, of W. H. Snyder & Co., Windsor, Pa.; John Fidler, with J. W. Minnich & Son, Dallastown, Pa.; S. H. Durstein, Wilmington, Del.; George Stumpf, of Stumpt & Bro., Lancaster; Raymond A. Heiland, with John F. Heiland & Co., Lancaster, together with "Freddie" Bauer, the popular salesman, representing the label lithographing house of L. E. Neuman & Co., of New York.

Sheip & Vandegrift, the well known cigar box, and cigar box lumber manufacturers, have incorporated their business, for the purpose of its easier perpetuation. Asa Vandegrift is President of the incorporated firm, and Jerome Sheip is Secretary and Treasurer. Business, however, will go on on the same well defined rules and plans as heretofore, only that it may be even more energetically pursued, if such a thing be possible.

IN THE LEAF TRADE.

John R. Young, who by reason of his prominent identification with the National Cigar Leaf Association and his untiring and successful efforts in its behalf, became one of the most popular and widely known men in the leaf trade, and after retiring from business as a dealer opened a commission and brokerage office at 305 North Third street, Philadelphia, a year ago, has already built up a very desirable clientele and a very satisfactory year's business resulted. He was the broker in a number of important transactions in this market during the year.

RUTHERFORD CLEAR HAVANA CIGARS
Are Popular
Because They Please the Consumer.



SIZE, 16 BY 10 INCHES···WEIGHT, 18 POUNDS

HOW TO REDUCE EXPENSES
is the foremost thought with all manufacturers just at this time

The solution can be found in our **Bunching Device**, and this can be proven to your entire satisfaction if you will call at our offices and see it "at work."

A most cordial invitation is extended. Every opportunity given for close inspection, and such tests as you may care to make; or full information furnished upon request. Agents wanted throughout the United States

The Perfect Bunching Machine Co.
No. 132 [South] Sixth Street
PHILADELPHIA

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*
Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

K. Strauss & Co. report that the year so far, if anything, has been a little less active than during the same period last year. Adoph Loeb, of this firm, is now looking after the interests of the house through Pennsylvania, while Horace McComas, who has been for years the firm's buyer of New England tobacco, is now again in the East.

Leopold Loeb, of the Loeb-Nunez Havana Co., was to have sailed for Havana, Cuba, two weeks ago, but some unexpected important transactions arose which have detained him, and he may not now get away for some time.

Considerable activity is this week shown at the offices of Dohan & Taitt, one of the city's oldest houses. Chas. Crawford, the firm's buyer, who had been confined to his home by illness for several days, is again able to be out, and is this week inspecting the firm's holdings of tobacco at their up-state warehouse. The versatile Lew Mueller, who has been one of this firm's standard bearers for many a year, is covering some Pennsylvania territory this week, and as is his usual good fortune, has been snugly pocketing some good orders. T. J. Daly, another of this firm's salesmen, is also covering his territory of New York and the New England States.

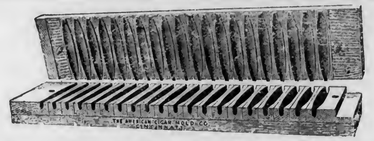
B. Labe & Sons have been prominent figures in the local market during the past week by their purchase of a considerable quantity of 1905 Pennsylvania. They were furthermore conspicuous by the sale of a number of the remaining lots of their importations of Sumatra tobacco. The firm now has the distinction of being the largest handlers of Sumatra tobacco in Philadelphia. Some very material changes are being made by this firm in its office facilities, which are being increased to almost double the former space. New and additional partitions are being installed as rapidly as mechanics can do the work, and when that is completed the offices will be completely and commodiously furnished. It is needless to say that it will be the neatest suite of offices in the city, and sufficiently large to supply comfortable quarters for the several members of the firm, as well as their salesmen and the office assistants. Jacob Labe, of this firm, is still covering the West, but will return to Philadelphia in ample time to prepare to leave for Amsterdam, Holland, to be present there during the early inscriptions of Sumatra tobacco.

L. G. Haussermann & Sons are making some notable changes in their business this year, and during an interview of the writer with Carl Haussermann a day or two since, we were informed that a more conservative business was to be done during 1907. They are this year dispensing with the services of Sig. Strauss, who had been with this firm as a salesman during 1906. The road work will be done principally by Carl Haussermann and John F. Schnupp, who has been with the firm for several years in various capacities. This firm has the faculty of making almost

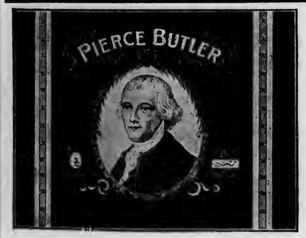
Constitution Seed and Havana Cigars
Made in the good old way.
EL DRACO CIGAR MFG. CO, Philada.

Marcus Jaskulek — Morris Jaskulek — Robert Jaskulek
M. JASKULEK & SONS
Packers and Dealers in
Leaf Tobacco
814 and 816 East Third Street
DAYTON, OHIO

Joe Endress, Jr. — A. C. Kercher
Pioneer Leaf Tobacco Co.
Germantown, Ohio
Packers of CIGAR LEAF TOBACCO



High Grade Cigar Molds
in any shape, at lowest prices.
CIGAR MANUFACTURERS' REVENUE BOOKS
25 cents each; postage prepaid, 30 cents.
The American Cigar Mold Co., Cincinnati, O.



W. H. SNYDER & CO.
Windsor, Pa.

Manufacturers of Popular Brands of

Fine and Medium Priced Cigars

Correspondence with Wholesale and Jobbing Trade only invited.
Particulars cheerfully given to responsible inquirers.

Our Leaders Include:
Honeysuckle, Rose Show,
Jumbo, Libby Dear,
Verelda, Charles Fay,
Carisima, Gov. Pattison,
Model American, and Others.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

J. F. REICHARD

Wholesale Dealer in

LEAF TOBACCO

of All Grades

Craley, Penna.

W. W. STEWART & SON

Reading, Pa.

Makers of the

JOHN HAY

LADY HELEN

10c.

JOHN HAY, Jr.

ELI PERKINS

5c.

High Grade Seed and Havana Cigars

Correspondence with Responsible Houses Solicited

L. J. SMITH & CO.

Wholesale Cigar Manufacturers

AND Dealers in Leaf Tobacco

RED LION, PA.

Manufacturers of

and PAN ANNA

5c. Cigars

TWO HAVANAS

Two for Five Cents

Private Brands made to order. Correspondence with Responsible Houses solicited.

SMITH BROS.

Brokers in Domestic and Imported LEAF TOBACCO

No. 17 Charter Street, Dayton, O.

Ohio Goods Our Specialty

weekly a specialty of some certain piece of tobacco. This week they are offering a special lot of Sumatra at apparently attractive prices.

Morris Rosenberg & Co. are gradually getting into very nice shape at their new headquarters at 306 North Third street, which is directly over the offices of Leopold Loeb & Co. They recently vacated 117 North Third street, which premises were taken over by the Theobald & Oppenheimer Co.

P. J. Kolb & Co. have suffered considerable inconvenience since their removal to 310 Race street, owing to the fact that they were able to get only partial possession of their new warerooms. New office partitions have, however, been erected, and the firm is now beginning to feel a little more comfortable and better prepared for business.

Formal notice was a few days ago published of the recent transfer of the premises at 153 North Third street to L. P. Kimmig, of L. P. Kimmig & Co., packers and dealers in leaf tobacco, but which Mr. Kimmig had really purchased some time ago at an executor's sale, and it is generally conceded that he got the property at a very reasonable price.

Julius Hirschberg & Bro. will be prepared to show, in about two weeks, samples of Florida tobaccos grown on their own plantation in Florida. Harry Hirschberg, of this firm, stated to the writer he felt confident that they would be able to show to the trade samples of the finest tobacco that had ever been grown in the Peninsular State.

E. A. Calves, of E. A. Calves & Co., importers of Havana tobacco, is preparing for a visit to Cuba some time early next month, and may be gone for some weeks, it all depends on the conditions he may find to exist there. In his absence, the business here will be ably looked after by Frank Dominguez, of the firm.

S. Weinberg is now very comfortably domiciled in his new building at 121 North Third street. He has completed the removal of all his stock, and new offices have also been installed, all of which is now practically completed.

L. Kruppenbach, at 1642 North Eleventh street, is one of the more fortunate of our leaf men, and particularly so in having quite a large supply of 1904 Pennsylvania, for which he is experiencing a very lively demand. Quite a few shipments have been made this week up in Pennsylvania, as well as in the local trade.

J. L. Aubrey, of Gibson & Aubrey, and I. Kemper, of M. Kemper & Son, Baltimore; E. L. Nissley of E. L. Nissley & Co., Florin; A. B. Hem... Lancaster; Max Herzog, with P... Dennerlein & Son, Louis Leopold, ... John Leopold & Son, New York; W. ... E. Gheen, Jersey Shore, and Chas. ... Moulter, Buffalo, N. Y., were recent... visitors in the local leaf market.

OUR NEW YORK LETTER.

(Concluded from page 12.)

has been made by M. Melachrino, ... through his attorney, by which the ... defense is set up that Eulalia Mel... chrino is a partner in the firm of M. ... Melachrino & Co., and that he alone ... cannot be held responsible for any ... claim made by the plaintiff. In view ... of this a new action has been brought ... to recover $2,000 commission claimed ... by Mr. Rice to be due him.

On Saturday last, Mr. Sydney Roth... schild, of Rothschild & Bro., sailed on ... the Morro Castle for Havana. He was ... accompanied by Charles B. Cameron, ... of the Waldorf-Astoria Segar Co.

Messrs. Nunn and Buse, of the ... recently formed St. Louis leaf tobacco ... firm of Nunn, Buse & Dienst, who ... succeeded to the business of B. H. ... Woeldike & Co., were recent visitors to ... the New York leaf market.

SPECIAL NOTICE

(12½ cents per 8-point measured line.)

To Manufacturers of Cigars:

If you have any

Cuttings, Scraps or Siftings

to sell, write us.

We are at all times in the market as Cash Buyers of all these products.

EDWIN L. KOPPELMAN CO.

7-6-1h 81 Pine St., New York

FOR SALE.--Nice lot of 75 hogsheads good heavy Kentucky broken leaves ... and scraps suitable for making smoking ... tobacco. Also, nice old, well sweated, ... well-sized cigar fillers and wrappers. ... Buckner, Dunkerson & Co., ... 7-11tf Louisville, Ky.

SALESMAN of 15 years experience ... wishes line of Pennsylvania cigars ... from $10 per M. up, on commission ba... sis. Exclusive territory for New York, ... New Jersey and Connecticut. Highest ... references. Address S. D., Box 2... care of The Tobacco World, Phila.

LITHOGRAPHIC SALESMAN. Wanted.—Salesman to sell Cigar ... Labels, Bands, etc., in Pennsylvania; ... good position for a bright man. Ad... dress N. Y. Lithographer, Box 30, care ... of Tobacco World, Phila. 1-19t

WE PURCHASE Cigar Molds—... desirable shapes—such as No. ... 16,261, No. 8,832, No. 8,569. Write us, ... stating what you have and the quantity. ... Winget Mfg. Co., York, Pa. 12-1...

ESTABLISHED BROKER desires a ... good line of Medium Priced Goods. ... Good business for a good factory. Ad... dress J. S., Box 32, care of Tobacco ... World, Philada. 12-19...

HUNTER BEST FOR A NICKEL

is all to the front; made by

EL DRACO CIGAR MFG. CO., Philada.

J. B. MILLEYSACK

Manufacturer of

Fine Havana Hand-Made **CIGARS**

No. 821 Lake Street

LANCASTER, PA.

Correspondence with the Jobbing Trade solicited.

J. E. SHERTS & CO.

Lancaster, Pa.

Manufacturers of

High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

The Gilt Edge Cigar Box Factory

J. FRANK BOWMAN

51 Market St.

Lancaster, Pa.

CIGAR BOXES
SHIPPING CASES
LABELS, EDGINGS, RIBBONS

Cigar Manufacturers' SUPPLIES

of All Kinds

Daily Capacity, Five Thousand Boxes

W. H. RAAB & SONS,

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY No 463 ESTABLISHED 1871

CAPACITY 75,000 PER DAY

DALLASTOWN, PA.

Move Your Tobacco on

Box Truck

USED BY

Leading Tobacco Dealers

BUILT AND SOLD BY

The Wm. F. Kramer Co.

DAYTON, OHIO

Geo. W. Conway

DALLASTOWN, PA.

Manufacturer of

Nickel & Medium Price

CIGARS

For Wholesale and Jobbing Trade

E. RENNINGER,

Established 1889.

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

Lithographers and Printers 322-326 E. 23RD ST. SAMPLES & PRICES FURNISHED UPON APPLICATION

IN STOCK AND TO ORDER **Krueger & Braun** CIGAR LABELS NEW YORK and BANDS

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE

Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.

A Card Will Bring More Information and Prices.

Chaskel Chemical Works

265 West Broadway, New York

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

and **THREE CUBANS**
MANUFACTURED BY
Central Cigar Company
LEWIS SMITH, Proprietor
Forbes and Marion Streets, **Pittsburg, Pa.**
Wholesale and Jobbing Trade solicited.

UNION MADE — SOLD ON ITS MERITS

TOM BAINES

Factory 1898. First District Penna.

Nickel Goods.

Strictly a First Class Article—Equal to Any Union or Non-Union Cigar on the Market—Probably Better, You to Judge—and Prices No Higher than Others.

H. G. Burky, Maker, Reading, Pa.

UNION MADE — BLUE LABEL USED

I Sell Cheap Goods

But cheap in one sense only—Price. For years I have made a specialty of making Low Priced Brands that Smoke Like the Higher Priced Ones.

WRITE ME.

H. G. Barnhart, Spring Vale, Pa.

All Jobbers Who Handle Travellers Tips

Say it Always Moves Well

"A Good Five Cent Cigar"

Abbott Cigar Co.
ABBOTTSTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

There Must Be Something In It

Cigar manufacturers who would not consider HAVANARINE a few years ago are now using it; they must find it pays. Just think it over and ask yourself, "Why?" We will be glad to serve you.

Tobacco Improvement Co.
504 Ninth Street, N. W.,
Washington, D. C.

OUR BOSTON LETTER.

(Concluded from page 11)

The Norma Cigar Co., 4 Federal street, have leased the store 2 Federal street, and have broken through, making one large grand store. For the past week marked down sales in pipes and cigars was the bait offered the passing throng.

J. B. Cimmerblat is now comfortably situated in his new store on Tremont street near the Majestic Theatre.

At Kleins' Pharmacy, Gene Brown, the manager of the cigar department, is very much in evidence. Gene says the Espinella cigar is a world beater. This brand was taken on less than six months ago and since that time has forged its way ahead of any other cigar they have in the case.

Cobb, Aldrich & Co's. cigar department is as usual increasing its monthly business under the guidance of H. Lord. Fresh Cigarmakers' Smokers at 5 cents each have aided greatly in the increase of trade, and why not? A cigar as good cannot be bought elsewhere for less than 7 cents.

Alfowich Bros., manufacturers and agents of cigar store fixtures of every description, at 95 Friend street, were very busy this week when I called, having just received a carload shipment direct from their factory in Ohio. I would advise any retailer looking to make new improvements in his store to call on this firm. Ben Ali.

—The best meerschaum comes from Eski-Shehr, in Asiatic Turkey, whence 550,000 pounds are exported annually.

Rutherford, Constitution, Hunter—a strong trio.
El Draco Cigar Mfg. Co., Philada.

FLORIDA TOBACCO IN YORK.

Manufacturers Fairly Busy, but Florida Leaf Has the Call at Present.

York, Pa., Jan. 21.

Matters in the trade are in a fairly satisfactory condition, and manufacturers generally are pretty well filled up with orders.

Leaf men, however, complain that while business seems pretty good with manufacturers, they are buying tobaccos but sparingly, except that the demand for Florida is very strong; in fact, so much so that those who have any are kept on the jump to supply as far as possible the growing demand.

There are two resident managers of Florida tobacco houses in this city. These are T. D. Hene, with Wedeles Bros., of Chicago, and J. Kosminsky of the Florida Sumatra and Havana Co., the headquarters of which company are also in Chicago. Both these representatives have covered this territory about the same length of time, and there is considerable rivalry between them. So far as can be learned, however, the honors are about even. Both are good salesmen, and both are backed by enterprising houses, and besides they are alike enjoying the advantages of local warehouse facilities, which is a great help to them. Recently both of these houses dispatched considerable quantities of new goods to their York representatives, but the goods were almost immediately shipped out. From this we can, at least, get an idea of the conditions in the Florida question in this section.

A couple of days ago a York daily paper published the following story concerning a couple of well known Re-

Telephone Call, 432—B.

Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

J. K. LEAMAN,

Packer of and Dealer in

LEAF TOBACCO

138 North Market St.
United 'Phones *LANCASTER, PA.*

J. W. BRENNEMAN,

Packer and Dealer in

Leaf Tobacco

Packing House,
Millersville, Pa.
Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

T. E. BROOKS & CO.

RED LION, PA.
MANUFACTURERS OF ALL GRADES OF
Pennsylvania Cigars
FOR THE WHOLESALE JOBBING TRADE
DISTRIBUTORS WANTED ON OUR SPECIAL BRANDS:
GOV. WRIGHT REGAL DUKE DON SEGNO GEN'L YORK
HAVANA SWEETS and MANUEL F. DOMINGUEZ
SAMPLES UPON REQUEST

Cuban Licorice Casing Wine

Is no longer an experiment, and your trade will be affected unless you fall in line and use this
HELP TO MODERN CIGAR MAKING.
Acme Extract and Chemical Works
E. G. ECKERT, Proprietor. Hanover, Pa.

W. R. COOPER & CO.

Packers of
Penna. Broad Leaf
Dealers in All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

H. H. MILLER,

Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.

PACKERS and DEALERS IN **Leaf Tobaccos**
142 N. Market Street,
LANCASTER, PA.

The York Tobacco Co.

Packers and Jobbers in All Grades of
LEAF TOBACCO
Office and Warehouse, 15 East Clark Avenue
Manufacturers of Cigar Scrap Tobacco
York, Pa.

TRUMAN D. SHERTZER

Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO

Jobber in Sumatra, Florida Sumatra and Havana
Lemon and Arch Sts. **Lancaster, Pa.**

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphi Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

H. F. KOHLER
Nashville, Pa.
Maker of HIGH GRADE, HAND MADE
Seed and Havana and Fine Nickel Cigars
For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited

O. L. SCHWENCKE LITHOGRAPHIC CO
CLARENDON ROAD & E 37TH ST. BROOKLYN, N.Y.
FINE CIGAR LABELS
BANDS & EDGINGS
PRIVATE BRANDS OF ORIGINAL DESIGN

The Tobacco Sample Binder

The only machine manufactured for the purpose that is perfect in every detail.
The only machine of the kind Sold Outright.
$10 buys it, and it is your property.
We are also Dealers in
Samplers' Supplies:
Non-elastic Webs, Tapes, Copperized Staples, Sealing Wax, etc.
Address
The Sample Binder Co., West Milton, O.

Lion residents, both of whom are well known in the tobacco trade:

"Warren L. Lock, said to be superintendent of a Lutheran Sunday school, at Red Lion, presented himself at the county jail last evening and confessed having robbed his employer, John E. Detwiler, Red Lion, of $600. After consultation with District Attorney Glessner, Alderman Owen complied with Lock's request and committed him to jail. This morning Mr. Detwiler stated that he regarded Lock's services so highly that instead of prosecuting he would retain the confessed embezzler in his employ and raise his salary.

"Mr. Detwiler's story is substantially as follows: 'Lock came into my employ several years ago and proved himself an invaluable worker and a first class man otherwise. When I was away from town he had practically full charge of my business. Some time ago he became a partner in the Blockinger Company. This firm didn't succeed and I presume he took the money, although I haven't yet missed it, to help the Blockinger people. We have since taken over this firm, paying the creditors 50 cents on the dollar. Lock was of course in our employ all along. Last night he was going over the Blockinger books with us, but he didn't show up, and as he has been acting queerly lately, I supposed he took the money. He is a good man as his confession shows, and I am going to get this thing straightened out for him, raise his wages $10 a month and keep him in my employ. If I made him he helped to make me, and I am going to forget it. He has a wife and three children.'

"Lock's confession is as follows:

York, Pa., Jan. 17, 1907.

'I, Warren L. Lock, of Red Lion, Pa., hereby request that I be taken into custody and that the law take its course.

I left Red Lion at about 6.20 p. m. and arrived in York at about 7.30 p. m., going at once to the York county jail, where I surrendered to the turnkey, William Fritz.

For the past 12 years I have been employed as clerk and in other ways by John E. Detwiler, a box manufacturer, of Red Lion, and for the past five years, from time to time and day to day, I have taken moneys that belong to the above John E. Detwiler, which to the best of my knowledge amount to the sum of $600, and further I know that if John E. Detwiler examines the books he can see how I have drawn this sum.

He may have discovered this wrong doing of mine, but he trusted me, and I have taken advantage of his confidence in me and have embezzled the above sum, which I have appropriated for my own use. I am also the junior member of the Red Lion firm of Blockinger Co., tobacco dealers.

I have lived in Red Lion for 15 years, I am 36 years of age, and I have a wife and three small children residing in Red Lion.

(Signed) Warren L. Lock.

Sworn and subscribed to before me this 17th day of January, 1907.

(Signed) Walter F. Owen, Alderman."

Everyone in Red Lion is commending Mr. Detwiler for his action in the matter. There was never a shadow of suspicion againt Lock, and he was respected by the entire community.

TOBACCO DOINGS IN LANCASTER.

A Little More Activity in Leaf Market. S. R. Moss Co Have Resumed.

Lancaster, Pa., Jan. 21.

The leaf trade for the past week has been a little more active than it was during the first part of the month. This applies particularly to the smaller manufacturers, who have found it necessary to replenish their stock in whole or in part, and although the buying seems to have been done somewhat sparingly, it has nevertheless aggregated considerable in volume. There have been but few large buyers here this year.

Delivery of new tobacco is being steadily made to the warehouses, every one of which where there is any packing being done this year is now the scene of busy activity. Crops are coming in quite satisfactory, and much less complaint on the part of packer or grower is heard than was the case a few weeks ago, when the first goods were being delivered.

Rising phoenix-like from the heap of ashes, which is all that is left to tell the tale of the Moss fire, the company resumed business on Wednesday last, having secured a temporary building on Duke and Mifflin streets, and some rapid work has been done since. The untiring efforts of Mr. S. R. Moss, the president of the S. R. Moss Cigar Company, and of his able lieutenants, Messrs. Ryder and Levy, have given cause for much admiration and favorable comment by members of the trade and others. Proffers of aid came from all directions, showing the high esteem in which the concern was held.

The loss, as estimated by Mr. S. R. Moss, will reach $750,000, and may be more.

The busiest men today in town are the insurance agents, who are making out their list of losses. Between seventy-five and one hundred companies are on the list and it is very difficult to get correct figures. The agents who have the losses are Widmyer & Prangley, Eckenrode & Myers, John A. Bausman, I. H. Herr & Brother, H. N. Howell, S. D. Bausman, Allan A. Herr, A. V. Landis, Heidig & McGovern, Diffenbaugh & Groff, Wenger & Hamaker, the Lancaster Real Estate Company. Widmyer & Prangley have considerably over $100,000, Eckenrode & Myers have $50,000. The total insurance is almost $400,000, and the following companies bear the loss which includes the cigar factory, warehouses and the contents of both, including stock, machinery, etc.

Queen, $2,500; Scottish U. S. National, $2,500; Teutonia, $3,000; London A., $2,500; Atlas, $2,500; Franklin, $5,500; Commerce, $2,500; German of Wheeling, $2,000; Mercantile, $1,000

RUTHERFORD CLEAR HAVANA LEADER
from the factory of
El Draco Cigar Mfg. Co., Philada.

BRBANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars

JOHN D. LONG
OFFICE: No. 118 Mifflin Street
Manufacturer of Cigars
FACTORY: Cor. Maple & Plum Aves.
Lebanon, Penna.
A Specialty of Private Brands. Telephone Connection Samples Sent to Responsible Houses.

E. J. HIMMELBERGER W. J. NOLL
HIMMELBERGER & NOLL
Manufacturers of
High Grade Cigars
Robesonia, Pa.
Factory No. 701, First District of Pennsylvania.
Correspondence with Wholesale and Jobbing Trade Invited.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—The Bear, The Cub, Essie, and Matthew Carey

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

WANTED!!
Distributors for the Celebrated
GOOD POINTS, HAPPY PHIL and JUAN BAZAN
Combination Filler CIGARS
Samples and Prices Cheerfully Furnished.
BLOCHINGER & CO.
Sole Owners and Manufacturers
Smokers' Favorite Brands. RED LION, PA.

INCREASE YOUR PROFIT!
Columbia Straight Will Do It.
We bought a large supply of Good Havana and Domestic Tobacco at the right time.——We are located where Good Workmen can be had at Fair Prices.
These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.
Fred Schlaeger & Co., Columbia, Pa.
Samples on application.

HARRY A. SNYDER

Littlestown, Pa.
Manufacturer of
High Grade Seed and Havana
Cigars
and EL DODIE
St. Louis World's Fair Prize Winners.
Branch Salesroom, ENDICOTT BUILDING, St. Paul, Minn.
Grace Cameron—Edward Hyde—Habersham—Club Brand

W. R. DAUGHERTY & BRO.

Dallastown, Pa.
Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages.
Wholesale and Jobbing Trade only.
Correspondence with Active Houses Invited

R. E. JACOBY
Wholesale Manufacturer of Strictly Uniform Quality of
High Grade Seed and Havana
Cigars
Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited.

C. E. MATTINGLY & CO.
Manufacturers of
High Grade Union Made
5c. Cigars
FOR THE
Wholesale Trade Only
Union Chief
Supreme Union

McSherrystown, Pa.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Houses

They Smoke It and Come Again

BLEND, QUALITY and WORKMANSHIP to Please the Most Critical Smokers
Manufactured for Jobbing Trade Only
The Toedtman Cigar Co.
Makers of the Highest Grade of 5c. Cigars Exclusively
MIAMISBURG, OHIO.

The American Tobacco Co.
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

Teutonia, $2,000 German, Peoria, $2,000; German-American, $2,500; Fire Association, $1,000; British American, $1,000; Fireman's, $1,000; Royal Exchange, $8,500; Globe, Rutgers, $17,500; German, of Freeport, $2,500; St. Paul F. & M., $7,000; Concordia, $1,000; National Union, $7,500; Camden, $7,000; Colonial, $2,500; Georgia Home, $3,500; Detroit, F. & M., $2,500; German Underwriters, $2,500; Aetna, $7,500; Alliance, $2,500; Commercial Union, $5,000; Jefferson, $1,500; Liverpool, London and Globe, $11,500; London and Lancashire, $6,500; North American, $14,500; Orient, $4,500; Royal, $11,000;

United Fireman's, $1,500; Northern, $15,500; New Hampshire, $9,000; Federal, $4,700; Indianapolis, $5,000; Citizens, $6,500; State of Penna., $7,500; Connecticut, $9,000; Prussian National, $5,000; Security, $7,500; Boston, $2,500; Eagle, $10,000; Western, $1,000.

New York Underwriters, $6,000; Palatine, $4,500; Fireman's Fund, $7,500; Agricultural, $2,500; American Central, $2,500; Assurance Company of America, $2,500; Milwaukee Mechanics, $2,500; Germania, $2,500; Metropolitan, $1,500; Home, $26,500; Hartford, $13,500; Phoenix, $8,700; American, $2,500; Sun, $5,500; Girard, $1,500; West Chester, $6,500; Norwich Union, $5,000; Phoenix, $8,500; Pennsylvania, $4,500; Springfield F. & M., $2,500; Rochester German, $3,500; Hanover, $2,500; German American, $1,500; Ben Franklin, $2,500; Southern, $2,500; Guardian, $1,000; German National, $5,000; Philadelphia Underwriters, $5,000; North River, $2,500; German Alliance, $2,500 Star of Louisville, $2,500.

A. H. Hershey & Co. have secured the Sutter warehouse, at 212 and 214 North Queen street, formerly occupied by Chas. J. Lederman.

W. H. McLaughlin has lately received several crops of 1906 tobacco, and is now busily engaged in packing it.

J. Frank Bowman, cigar box manufacturer, and known to practically every cigar manufacturer in Lancaster and adjoining counties, was honored last week by being elected Major of the Second Regiment U. R. K. of P. After the Lodge ceremonies were concluded, Major Bowman entertained the officers at his home on South Queen street, where an excellent supper was served and a generally delightful time indulged in.

A. B. Hess, a leaf tobacco packer on North Prince street, was a visitor to Philadelphia a few days last week, where he concluded the sale of a nice lot of 1905 goods.

COLOR and CANCELLING STAMPS
LEAD SEALS & STENCILS
Quaker City Stencil & Stamp W'k
Incorporated
234 Arch St., PHILADELPHIA, PA.

A. HUSSEY
LEAF TOBACCO

THE BEST ORGANIZ
MOST COMPLETE A
LARGEST MAIL ORD
LEAF TOBACC
ESTABLISHMENT
AMERICA
NEW YORK
CHICAGO
ST. LOUIS

E. S. SECHRIST
Dallastown, Pa.
Manufacturer of
Fine and Common Cigar
Established 1890.
Capacity, Twenty Thousand per Da

YOU ARE LOSING MONEY.
? HOW ?
BAD ACCOUNTS.
Charging them off to profit and loss.
Paying Collection Agency Fees.
Paying Membership fees.
"DO-IT-YOURSELF"
The "Do It-Yourself" collection outfit is a system whereby you collect your bad accounts YOURSELF and do it in the same way that it is done by Collection Agencies, only BETTER.
? WHY ?
It is a better system.
It is easier to operate.
It keeps the accounts in YOUR OWN HANDS.
It brings the money to YOU.
It saves Collection Agencies fees.
It saves Membership fees.
It saves getting into the hands of unreliable agencies
Price $1.00 Postpaid
Each outfit contains everything necessary to collect 50 claims.
MONEY REFUNDED if on receipt you are not perfectly satisfied.
ORDER TO-DAY
United States Collection Agency
Suite 19, 163 Randolph Street.
Chicago, U. S. A.
Agents Wanted Write for proposition

Wm. STEINER, SONS & CO.
Lithographers,
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540-550 W. 58TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

Established 1870 Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

E. A. CÁLVES & Co. HAVANA IMPORTERS OF 123 N. THIRD ST. PHILADELPHIA

JOHN SLATER & CO.

Manufacturers of Handmade

LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues

LANCASTER, PA.

No. 21 North Main Street, **Washington, Pa.**

Imperial Cigar Co.

Home of the 'Two Friends'

Absolutely the highest grade 2 for 5 Cigar in the United States.
Manufactured on honor and sold on its merits.
We defy competition, and court opposition.
Samples cheerfully sent free to any part of the United States. Sold to Jobbers only.
Our motto, The best is not too good

Imperial Cigar Co.

Hanover, Pa.

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

Manufactured Only by

LEONARD WAGNER

Factory No. 2 707 Ohio St., ALLEGHENY, PA

GEO. STEUERNAGLE

Manufacturer of

Pittsburg Stogies

Goods sold direct to Jobbers and Dealers

5143 Penn Ave., Pittsburg, Pa.

OLDEST MANUFACTURERS OF

PEACH and PRUNE ESSENCES

Also of the

World Renowned and Non-Evaporating

SPANISH BETUNS

Cigar and Tobacco Flavors, Sweeteners, etc.

Write for Free Samples and Particulars
Guaranteed to be the Strongest and Best
Established 1855

FRIES & BRO.

92 Reade Street, NEW YORK.

Leaf Tobacco Markets.

BALDWINSVILLE, N. Y.

The warehouses are all actively engaged in assorting with full forces. M. Tobin will open his warehouse next Monday and commence receiving.—Gazette.

CONNECTICUT VALLEY.

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Our correspondents write:

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California.

Fresno.—Nelson Bros., cigars [illegible] billiards, notice of sale to B. [illegible] & Co.

Los Angeles.—Sam. A. Flaxm[illegible] cigars, etc., notice of sale to E. [illegible] Messerly.

District of Columbia.

Washington.—Oscar Fillah, fr[illegible] and cigars, dead.

Georgia.

Atlanta.—C. S. Carnes & Co., cig[illegible] judgment, $308.——Vickery Cigar [illegible] Soda Co., charter granted.

Idaho.

Lewiston.—J. F. Murphy & S[illegible] cigar manufacturers, burned out; [illegible] insurance.

Illinois.

Bloomington.—John Thoenness, ci[illegible] manufacturer, chattel mortgage $1,[illegible]

Indiana.

Indianapolis.—L. G. Deschler, wh[illegible] sale and retail cigars, iincorporated [illegible] L. G. Deschler Co.

Iowa.

Muscatine.—Robert T. Lagrille, [illegible] gars, sold stock.

Prairieburg.—C. O. Rowley, cig[illegible] fire damage.

Maine.

Ridtonville.—N. M. McLeod, cig[illegible] tobacco, etc., moved to Rumford Fa[illegible]

Massachusetts.

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Hyde Park.—Charles Friede, cig[illegible] manufacturer, dead.

Lynn.—Edward W. Fletcher, cig[illegible] chattel mortgage, $500.

Michigan.

Alpena.—Will P. Collins, cig[illegible] succeeded by Michael W. Ryan.

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Minnesota.

Cloquet.—A. Anger, cigars, bill [illegible] sale, $250.

Duluth.—Frank Collins, chattel m[illegible] gage, $400.

New York.

Albany.—Francis Shields, whole[illegible] tobacco, succeeded by Shields & Sm[illegible]

New York City.—James A. Crow[illegible] retail cigars, petition in bankrup[illegible] ——Max Fichtenholtz, manufac[illegible] and retail cigars, sold out.

Pennsylvania.

Scranton.—Thomas H. Miles, ci[illegible] and news, succeeded by Miles Bros.

Texas.

Dallas.—Remy-Nickley Co., wh[illegible] sale cigars, chartered, capital st[illegible] $10,000

SPECIAL NOTICE.

THE Annual Meeting of the S[illegible] holders of The Tobacco World P[illegible] lishing Company will be held at [illegible] company's office in Philadelphia, [illegible] Jan. 29, 1907. H. C. McManus, Se[illegible]

MINNICH BALING PRESS

Patented March 9, 1897

For All Kinds of Products Requiring Baling

TOBACCO STEMS, PAPER, COTTON, Etc.

Specially Constructed ..PRESSES..

For Leaf Tobacco Packers

Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

MINNICH MACHINE WORKS

Landisville, Lancaster Co., Pa.

—Established 1834—

WM. F. COMLY & SON

Auctioneers and Commission Merchants

27 South Second Street

PHILADELPHIA

Regular Weekly Sales Every Thursday

Cigars, Tobacco, Smokers' Articles

Special Sales of Leaf Tobacco

Consignments Solicited Advances Made

Settlements Made on Day of Sale

Patents *Caveats, Trade Marks, Design-Patents, Copyrights, etc.*

Correspondence Solicited

JOHN A. SAUL

Le Droit Building, WASHINGTON, D. C.

METAL EMBOSSED LABELS METAL PRINTED LABELS

ENGRAVING EMBOSSING

H. J. Fleischhauer

CIGAR LABELS

238 Arch Street, Philadelphia.

TELEPHONE 1561

LITHOGRAPHING SPECIAL DESIGNS

JACOB G. SHIRK

Lancaster, Pa.

JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.

IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds

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Special Brands Made to Order

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Send Your Cigar Buyer Here We Will Save You Money

For Sale by All Dealers

VIRGINIA PERIQUE

MIXTURE

The **AMERICAN TOBACCO CO., NEW YORK**

E. A. CÁLVES & Co. HAVANA
IMPORTERS OF
123 N. THIRD ST.
PHILADELPHIA

JOHN SLATER & CO.

Manufacturers of Handmade

LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues

LANCASTER, PA.

No. 21 North Main Street, **Washington, Pa.**

Imperial Cigar Co.
Home of the 'Two Friends'

Absolutely the highest grade 2 for 5 Cigar in the United States.
Manufactured on honor and sold on its merits.
We defy competition, and court opposition.
Samples cheerfully sent free to any part of the United States. Sold to Jobbers only.
Our motto, The best is not too good

Imperial Cigar Co.
Hanover, Pa.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
Manufactured Only by
LEONARD WAGNER
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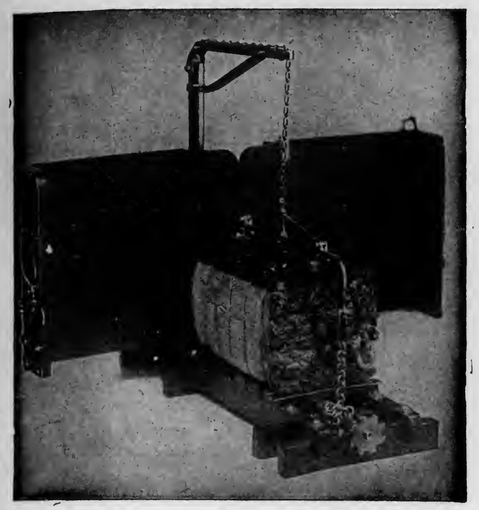
MINNICH BALING PRESS



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INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

Established 1890

Emory Martin

E. S. SECHRIST

Dallastown, Pa.

Manufacturer of

Fine and Common

CIGARS

Capacity, Twenty Thousand per Day

La Imperial Cigar Factory

J. F. SECHRIST, Proprietor

Manufacturer of

FINE CIGARS

Holtz, Penna.

10c.—UNCLE JOSS—5c.

Pretty Bessie
York Nick....
Best Known..
} 5c.

Two Cracker Jacks (2 for 5 cents)

Oak Mountain Bouquet—Boston Beauties
Puro—Porto Rico Crooks

Correspondence with the Wholesale and Jobbing Trade Only invited.
Capacity, 25,000 per day. Telegraph—York, Pa.

WARREN BECK & BRO.

Ten-Cent Brands:
Duke of Westminster
Admiral Gherardi
Gen. Warren
La Responder Marcana
La Cantidad

Cigar Manufacturers

York, Pa.

Michael Hose A. F. Brillha

Dallas Cigar C

Manufacturers of CIGARS & De in

LEAF TOBACCO,

Dallastown, Penn

A. D. KILLHEFFER, MILLERSVILLE, PA

Maker of High Grade Cigars.

No Salesmen. Communicate with Factory

E. ROSENWALD & BRO.

THE TOBACCO WORLD

Established in 1881. Vol. XXVII., No. 5. | PHILADELPHIA and NEW YORK, JAN. 30, 1907. | One Dollar per Annum Payable in Advance.

PHILIPP J. KOLB & CO.
IMPORTERS & PACKERS OF LEAF TOBACCO
PHILIPP J. KOLB. WILLIAM J. LANAGAN.

No. 310 Race Street
PHILADELPHIA

•CENTRAL UNION•

No other brand of Tobacco has grown so quickly in public favor.

Reasons:
Quality, Price,
Union Label,
Friendly Dealers' Aid,
and
Tobacco Trust's Hostility.

United States Tobacco Co., Richmond, Va.

SUMATRA TOBACCO

The Kind that Wraps Economically

H. DUYS & CO.

No. 170 Water Street, New York

The Leading Exclusive Sumatra House

Amsterdam House:—De Amsterdamsche Tabakshandelmaatschappij.

Growers and Packers of

FLORIDA TOBACCOS

Write for Samples

SCHROEDER & ARGUIMBAU

178 Water Street, New York

LIBRARY RECEIVED FEB 1907

THE 5c. CIGAR that you'll say is "All to the Front."

El Draco Cigar Mfg. Co. Philada.

EISENLOHR'S Cinco Philadelphia CIGARS

Clean as the Food You Eat
Vesper CIGAR 5¢

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
(NICKELBY, 5c.)

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

PHILADELPHIA
SMOKE
VETTERLEIN BROS.
SABOROSO
PHILADELPHIA
CIGARS
BOSTON

Sumner Greene — E. T. Colgan
SUMNER GREENE & CO.
Manufacturers of
Greene's Seal Cigars
2330 MARKET ST., PHILADELPHIA

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
114 N. 7th St. Philadelphia

SUPERIOR Quality and Workmanship
Vicente Portuondo CIGAR MFG CO. PHILADELPHIA Cigars
Factory No. 968, First District Penna.

YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
ALL JOBBING HOUSES

If You Want to be in HAVANA
Smoke CAMELA 5c.
Made by HENRY HEYMANN'S SONS CIGARS
Sinking Spring, Pa.

Parmenter Wax-Lined Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U.S.A.
Sole Owners and Manufacturers.

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

ALL CIGAR LEAF CROPS GOOD

But Cigarette and Chewing Tobaccos Don't Average Well

Washington, D. C., Jan. 28.

The January Crop Reporter contains a report of the condition of the tobacco crop of the United States complied from the Bureau's special reports. It is as follows:

The investigations for the production of filler leaf in Alabama have this past year been extended into Dallas county, in the southern part of which the Orangeburg soil appera. In Perry county the acreage increased over 100 per cent. A ready market has been found for the product, and this has proved a stimulus to the growers. The tobacco produced is similar in quality to the Texas and Florida leaf, and the cost of production is a little less.

In Ohio the work of introducing the bulk method of fermentation has been continued, and over 25,000,000 pounds of tobacco have been fermented according to the method prescribed by the Bureau of Soils. It has taken a period of five years to accomplish these results, and the sytem is now so well established in Ohio that the packers should be able to proceed without further supervision by our experts.

In Ohio, also, co-operative experiments have been conducted with the Bureau of Plant Industry in the selecting and breeding of improved types of tobacco, with a view to securing types of leaf giving a larger yield and having a uniform quality. Selections were made of Zimmer Spanish, Little Dutch, Ohio Seedleaf, and Ohio Cuban. It is believed that by this method of selection of seed native varieties of Ohio tobacco may be greatly improved, since where so many varieties are grown, as in the Miami Valley of Ohio, there is great danger of their becoming mixed.

The experiments begun in Virginia in 1904 with heavy fire-cured tobacco have been continued during the past fiscal year. In the first year of this work it was demonstarated that by the use of carefully selected fertilizers the profits in growing this type of leaf could be increased considerably as compared with those obtained by the Virginia farmer.

During the past year the same treatment of the asme land was followed, and, between the two crops of tobacco, rye was sown as a cover crop and plowed under in the spring of the year. The results obtained show the accumulative effects of the fertilizer and cultural methods used. The land was divided into 3-acre plats. On one the fertilizer practise common to the locality was followed, on the second a slightly better brand was applied, and on the third a still more expensive application was made.

The cost of production of the three plats was respectively $44.50, $63.60, and $85.49, which shows a net profit of $15.63, on plat 1, $37.01 on plat 2, and $40.10, on plat 3. It is interesting to note that the same plats of ground receiving the same treatment in 1904 netted profits of $5, $21, and $24, respectively, showing gains in 1905 over 1904 of $10.62, $16.01, and $16.10 respectively. These results are highly significant as indicating what may be done in this important tobacco district by the use of such methods as are practised, for instance, by the Connecticut Broadleaf growers.

Investigations for the improvement of the bright tobacco of Virginia were also begun during the past fiscal year (ended June 30, 1906), in co-operation with the Virginia Experiment Station, the experimental field being situated near Chatham, in Pittsylvania county, the centre of the bright tobacco belt of Virginia, and within 20 miles of Danville, the largest market for this class of tobacco. The experiment is still in progress, and it will be impossible to report definite results until next year.

BRIAR-WOOD PIPE MATERIALS

Washington D. C., Jan. 28.

United States Consul James A. Smith, of Leghorn, in compliance with a request of a United States firm, concerning the manner of getting out briar wood blocks in Italy, has submitted the following information:

"The larger part of the Italian briar wood is found along the Mediterranean coast, extending from Savona on the north to Calabria on the south; the Ligurian River, Tuscany, Umbria, the Roman provinces, the three provinces of Calabria, as well as the islands of Corsica and Sardinia furnishing an abundant supply. The work of excavating the root of the briar wood tree is carried on from October until the end of May. A kind of grubbing spade with one sharp edge for cutting away the large billet or heart of the root the (valuable part) from the surrounding small roots is used in this work. The billet is known as the "ciocco." After being thoroughly cleaned and trimmed it is brought to the mill and by means of circular saws cut into small blocks corresponding roughly to the shape of a pipe bowl and stem. These blocks are of various sizes, depending upon the dimension and shape of the ciocco. Afterward they are immersed in water for a period of about twelve hours and then thoroughly dried.

"This process completed, they are sorted (the imperfect pieces being thrown aside), placed in large jute bags, and are then ready for shipment. The waste pieces unsuitable for pipes are sold for firewood, being an excellent material for this purpose. Exportations of briar wood from this district to the United States, have shown a decided increase during the past few years. In 1905 11,904 bales were shipped with a value of over $100,000, while during the first nine months of 1906 nearly 16,000 bales, with a value of over $125,000, were exported from Leghorn."

BURLEY TOBACCO PLEDGED.

Winchester, Ky., Jan. 26.

The District Board of Control of the Burley Tobacco Society met here this week to hear the reports of what tobacco has been assigned to the society since January 1, and to discuss plans for handling the 1906 crop. They found between 60 and 70 per cent of the crop in hands on Saturday, January 12. Hon. W. C. McChord, of Springfield, addressed the board on the plan of maintaining a chartered warehouse in each county, which plan in general seems to be the one which will be adopted.

The Executive Committee, composed of Messrs. C. Lebus, Chairman, Cynthiana; C. S. Williams, Versailles; Dr. G. W. McMillan, Falmouth; S. T. Prewitt, Winchester; J. R. Bascom, Sharpsburg; R. B. Thomas, Georgetown, held a long session considering the questions suggested.

OFFTERDINGER SETTLES STRIKE.

Washington, D. C., Jan. 26.

H. T. Offterdinger, the well known Washington cigar manufacturer, has effected a satisfactory settlement with his striking cigarmakers, and resumed manufacturing this week.

Some months ago a general strike occurred among cigar factories in this city, and one by one the other manufacturers gave way to the demands of their striking employes, but Mr. Offterdinger persistently refused all overtures of an adjustment until this week, when a proposition was made that seemed to him reasonable and fair, and it was promptly accepted and his former cigarmakers were permitted to resume their old places in his factory.

SURBRUG FACTORY BURNED

Richmond, Va., Jan. 23.

During a conflagration here today the Surbrug Tobacco Company's factory was reduced to ashes.

Wm. Cameron, manager of the Surbrug Tobacco Co., states that there was an insurance of $40,000 on stock, which he thought would about cover the loss. About 500 girls employed in the cigarette department will be at least temporarily thrown out of employment.

J. W. Surbrug, of New York, who is President of the company, was here at the time, and immediately telegraphed for new machiney and material, saying preparations would be set on foot to resume operations as quickly as possible.

CHICAGO LEAF HOUSE BURNED.

Chicago, Ill., Jan. 24.

The destructive fire at the Louis Stern Liquor Company's premises also also carried down with it the premises of the Illinois Leaf Tobacco Company, which was located on the second floor of 215 and 217 Lake street. The company claims a loss of $30,000.

CALIFORNIA TOBACCO CULTURE.

Sacramento, Cal., Jan. 24.

J. B. Stewart, tobacco expert who is here from Washington, D. C., to investigate the possibilities for the development of the growing of the weed on a commercial basis, and O. H. Miller, Secretary of the Sacramento Valley Development Association, have returned from a trip through the valley.

Mr. Stewart said that the prospects are that tobacco can be grown to advantage in the Sacramento Valley. The many tests which have been made by individuals show conclusively that tobacco will grow anywhere here, but in many places the soil is too heavy and would produce tobacco too strong for use. Mr. Miller's idea, when he asked that an investigation be made, that some of the less expensive and fertile lands could be used for the cultivation, was undoubtedly correct. Besides considerable land in the valley, much of that lying along the foothills can be made to grow a good quality of tobacco.

Mr. Stewart thinks that a filler and roller tobacco can be grown best in the Sacramento Valley, and an Americanized variety of the Cuban weed will be sent growers. Should this experiment prove as successful as expected the value of hundreds of acres of land will be largely increased, and besides a new and profitable industry will be established.

TOBACCO RAISING IN IOWA.

Lansing, Ia., Jan. 26.

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is all to the front; made by
EL DRACO CIGAR MFG. CO., Philada.

$17,000 will buy outright the plant, stock, fixtures, good-will, etc., of one of the best and most complete Cigar Factories in the heart of Philadelphia, doing a large business. Present working organization willing to run the business under new control. Have on hand over Ten Thousand Dollars worth of Cigars and Tobacco. Address H. P. H., care of The Tobacco World, 224 Arch Street, Philadelphia.

THE 5c. CIGAR that you'll say is "All to the Front."

El Draco Cigar Mfg. Co. Philada.

EISENLOHR'S Puro Philadelphia CIGARS

Cream as the food your for
Vesper CIGAR 5¢

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
(NICKELBY, 5c.)

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

Sumner Greene E. T. Colgan
SUMNER GREENE & CO.
Manufacturers of
Greene's Seal Cigars
2330 MARKET ST., PHILADELPHIA

PHILADELPHIA SMOKE VENTERLEIN BROS. SAN JOSE PHILADELPHIA BOSTON

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
114 N. 7th St. Philadelphia

SUPERIOR Quality and Workmanship
Vicente Portuondo CIGAR MFG. CO. PHILADELPHIA Cigars
Factory No. 968, First District Penna.

YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
ALL JOBBING HOUSES

If You Want to be in HAVANA
Smoke CAMELA 5c.
Made by HENRY HEYMANN'S SONS CIGARS
Sinking Spring, Pa.

Parmenter Wax-Lined
Coupon Cigar Pocket
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U.S.A.
Sole Owners and Manufacturers.

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

ALL CIGAR LEAF CROPS GOOD

But Cigarette and Chewing Tobaccos Don't Average Well

Washington, D. C., Jan. 28.

The January Crop Reporter contains a report of the condition of the tobacco crop of the United States complied from the Bureau's special reports. It is as follows:

The investigations for the production of filler leaf in Alabama have this past year been extended into Dallas county, in the southern part of which the Orangeburg soil appera. In Perry county the acreage increased over 100 per cent. A ready market has been found for the product, and this has proved a stimulus to the growers. The tobacco produced is similar in quality to the Texas and Florida leaf, and the cost of production is a little less.

In Ohio the work of introducing the bulk method of fermentation has been continued, and over 25,000,000 pounds of tobacco have been fermented according to the method prescribed by the Bureau of Soils. It has taken a period of five years to accomplish these results, and the sytem is now so well established in Ohio that the packers should be able to proceed without further supervision by our experts.

In Ohio, also, co-operative experiments have been conducted with the Bureau of Plant Industry in the selecting and breeding of improved types of tobacco, with a view to securing types of leaf giving a larger yield and having a uniform quality. Selections were made of Zimmer Spanish, Little Dutch, Ohio Seedleaf, and Ohio Cuban. It is believed that by this method of selection of seed native varieties of Ohio tobacco may be greatly improved, since where so many varieties are grown, as in the Miami Valley of Ohio, there is great danger of their becoming mixed.

The experiments begun in Virginia in 1904 with heavy fire-cured tobacco have been continued during the past fiscal year. In the first year of this work it was demonstarated that by the use of carefully selected fertilizers the profits in growing this type of leaf could be increased considerably as compared with those obtained by the Virginia farmer.

During the past year the same treatment of the asme land was followed, and, between the two crops of tobacco, rye was sown as a cover crop and plowed under in the spring of the year. The results obtained show the accumulative effects of the fertilizer and cultural methods used. The land was divided into 3-acre plats. On one the fertilizer practise common to the locality was followed, on the second a slightly better brand was applied, and on the third a still more expensive application was made.

The cost of production of the three plats was respectively $44.50, $63.60, and $85.49, which shows a net profit of $15.63, on plat 1, $37.01 on plat 2, and $40.10, on plat 3. It is interesting to note that the same plats of ground receiving the same treatment in 1904 netted profits of $5, $21, and $24, respectively, showing gains in 1905 over 1904 of $10.62, $16.01, and $16.10 respectively. These results are highly significant as indicating what may be done in this important tobacco district by the use of such methods as are practised, for instance, by the Connecticut Broadleaf growers.

Investigations for the improvement of the bright tobacco of Virginia were also begun during the past fiscal year (ended June 30, 1906), in co-operation with the Virginia Experiment Station, the experimental field being situated near Chatham, in Pittsylvania county, the centre of the bright tobacco belt of Virginia, and within 20 miles of Danville, the largest market for this class of tobacco. The experiment is still in progress, and it will be impossible to report definite results until next year.

BRIAR-WOOD PIPE MATERIALS

Washington D. C., Jan. 28.

United States Consul James A. Smith, of Leghorn, in compliance with a request of a United States firm, concerning the manner of getting out briar wood blocks in Italy, has submitted the following information:

"The larger part of the Italian briar wood is found along the Mediterranean coast, extending from Savona on the north to Calabria on the south; the Ligurian River, Tuscany, Umbria, the Roman provinces, the three provinces of Calabria, as well as the islands of Corsica and Sardinia furnishing an abundant supply. The work of excavating the root of the briar wood tree is carried on from October until the end of May. A kind of grubbing spade with one sharp edge for cutting away the large billet or heart of the root the (valuable part) from the surrounding small roots is used in this work. The billet is known as the "ciocco." After being thoroughly cleaned and trimmed it is brought to the mill and by means of circular saws cut into small blocks corresponding roughly to the shape of a pipe bowl and stem. These blocks are of various sizes, depending upon the dimension and shape of the ciocco. Afterward they are immersed in water for a period of about twelve hours and then thoroughly dried.

"This process completed, they are sorted (the imperfect pieces being thrown aside), placed in large jute bags, and are then ready for shipment. The waste pieces unsuitable for pipes are sold for firewood, being an excellent material for this purpose. Exportations of briar wood from this district to the United States, have shown a decided increase during the past few years. In 1905 11,904 bales were shipped with a value of over $100,000, while during the first nine months of 1906 nearly 16,000 bales, with a value of over $125,000, were exported from Leghorn."

BURLEY TOBACCO PLEDGED.

Winchester, Ky., Jan. 26.

The District Board of Control of the Burley Tobacco Society met here this week to hear the reports of what tobacco has been assigned to the society since January 1, and to discuss plans for handling the 1906 crop. They found between 60 and 70 per cent of the crop in hands on Saturday, January 12. Hon. W. C. McChord, of Springfield, addressed the board on the plan of maintaining a chartered warehouse in each county, which plan in general seems to be the one which will be adopted.

The Executive Committee, composed of Messrs. C. Lebus, Chairman, Cynthiana; C. S. Williams, Versailles; Dr. G. W. McMillan, Falmouth; S. T. Prewitt, Winchester; J. R. Bascom, Sharpsburg; R. B. Thomas, Georgetown, held a long session considering the questions suggested.

OFFTERDINGER SETTLES STRIKE.

Washington, D. C., Jan. 26.

H. T. Offterdinger, the well known Washington cigar manufacturer, has effected a satisfactory settlement with his striking cigarmakers, and resumed manufacturing this week.

Some months ago a general strike occurred among cigar factories in this city, and one by one the other manufacturers gave way to the demands of their striking employes, but Mr. Offterdinger persistently refused all overtures of an adjustment until this week, when a proposition was made that seemed to him reasonable and fair, and it was promptly accepted and his former cigarmakers were permitted to resume their old places in his factory.

SURBRUG FACTORY BURNED

Richmond, Va., Jan. 23.

During a conflagration here today the Surbrug Tobacco Company's factory was reduced to ashes.

Wm. Cameron, manager of the Surbrug Tobacco Co., states that there was an insurance of $40,000 on stock, which he thought would about cover the loss. About 500 girls employed in the cigarette department will be at least temporarily thrown out of employment.

J. W. Surbrug, of New York, who is President of the company, was here at the time, and immediately telegraphed for new machiney and material, saying preparations would be set on foot to resume operations as quickly as possible.

CHICAGO LEAF HOUSE BURNED.

Chicago, Ill., Jan. 24.

The destructive fire at the Louis Stern Liquor Company's premises also also carried down with it the premises of the Illinois Leaf Tobacco Company, which was located on the second floor of 215 and 217 Lake street. The company claims a loss of $30,000.

CALIFORNIA TOBACCO CULTURE.

Sacramento, Cal., Jan. 24.

J. B. Stewart, tobacco expert who is here from Washington, D. C., to investigate the possibilities for the development of the growing of the weed on a commercial basis, and O. H. Miller, Secretary of the Sacramento Valley Development Association, have returned from a trip through the valley.

Mr. Stewart said that the prospects are that tobacco can be grown to advantage in the Sacramento Valley. The many tests which have been made by individuals show conclusively that tobacco will grow anywhere here, but in many places the soil is too heavy and would produce tobacco too strong for use. Mr. Miller's idea, when he asked that an investigation be made, that some of the less expensive and fertile lands could be used for the cultivation, was undoubtedly correct. Besides considerable land in the valley, much of that lying along the foothills can be made to grow a good quality of tobacco.

Mr. Stewart thinks that a filler and roller tobacco can be grown best in the Sacramento Valley, and an Americanized variety of the Cuban weed will be sent growers. Should this experiment prove as successful as expected the value of hundreds of acres of land will be largely increased, and besides a new and profitable industry will be established.

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INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

J. Vetterlein & Co.
Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco
115 Arch Street, Philadelphia

FOUNDED 1855
John T. Dohan — SELECTED D & T VUELTA ABAJO — Wm. H. Dohan
FLOR de D&T
DOHAN & TAITT
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

Established 1825
L B S
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
AND PACKERS OF
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

Julius Hirschberg & Bro.
Importers of Havana and Sumatra and Packers of Seed Leaf
Tobacco
125 North Third St., Philada.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF
HAVANA and SUMATRA TOBACCO
111 Arch Street, Philadelphia
Warehouses: Lancaster, Pa.: Milton Junction, Wis.: Baldwinsville, N. Y.

H. Golinsky & Son
Importers & Packers of
HAVANA AND SUMATRA SEED LEAF TOBACCO
147 N. Third St, Philadelphia, Pa.

The Empire Leaf Tobacco Co.,
Importers and Dealers in
ALL KINDS OF
SEED LEAF, HAVANA and SUMATRA Tobacco
118 N. 3d St., Phila.

K. STRAUS & CO.
K. STRAUS — A. LOEB
IMPORTERS OF
PACKERS OF HAVANA LEAF TOBACCO
301 & 303 North 3rd St.
PHILADELPHIA.

Benj. Labe — Jacob Labe — Sidney Labe
BENJ. LABE & SONS
IMPORTERS OF
Sumatra and Havana
Packers and Dealers in Leaf Tobacco
228 North Third St., Philadelphia

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
and
Packers of Leaf Tobacco
306 North Third St., Phila.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

J. S. BATROFF
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS
Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. The Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the Presidency of the Rebublic: dark blue.

The Old Salesman's Musings.

A FATHER-AND-SON PARTNERSHIP

Do you remember what I said a week or two ago about the tendency of partnerships between father and son to turn out badly?

What a lamentably fine example of the truth of that has occurred during the week!

About two years ago a father and son entered into partnership in a good sized town in Ohio. The business was that of a general store, and it was considered the finest in that section of the State. As usually happens, the business was owned and built up by the father, and he took the boy into partnership on his twenty-first birthday.

I knew the family well. Oh! but that father was tickled the day his son came into the firm! He had been waiting for it for years, doting on his son, wrapped up in him, longing for the day when he could share with his boy the growing burden of his business!

You know the feelngs some men have toward their sons as if there never had been such a boy born? Well, this father, although the son was not particularly notable, had that feeling toward his boy in a greater measure than I have ever known a father to have it before.

Under these favorable auspices the new firm started. To-day it is a wreck, the two partners hopelessly estranged, the business run down, and the family broken up.

All because the partners were father and son and for no other reason.

I never had a better example than this of the tendency of father-and-son partnerships to go to pieces on the rocks. To begin with, this particular father and son never had any business to go in business together. They were not the natural opposites that fit and move smoothly. Instead of that, they both had exactly the same nature—both stubborn, masterful and strong-willed.

Imagine such men attempting to agree! They don't fail always, understand. I have seen partnerships so made prosper amazingly, but it was in spite of their antagonisms, and because each man had the saving graces of tact, humor and logic.

In this Ohio partnership the friction began almost immediately. The father hadn't realized what it would mean to have to consult and defer to anybody. He had been the absolute master of his business ever since he had owned it. He had had his own way in everything, and it was a new experience and an unpleasant one, to have to think of anybody else at all.

The son was exactly like him. He realized that he was a partner in the business, and he exacted due recognition in everything.

You can see the finish of such a combination looming up, can't you?

Well, not to spin the thing out too much, the firm has wobbled and bumped along for two years. The partners have never gotten along. There have been scraps galore, little differences, big differences, reconciliations, subsequent fallings-out, and so it has gone. Although living in the same house, this unhappy father and son spoke to each other only when it was necessary.

Three or four months ago the final smash-up came. The firm has a little cigar and tobacco department, and it hadn't paid. In fact, it had lost a little money every year, but even in the face of that the father, who had established it, had thought it was a good thing to get people in the store.

The son differed with the father as to the way this department should be run. The father was conservative, the son radical. The father refused peremptorily to adopt his son's ideas, and the son then demanded the abolition of the department, on the ground that it meant a constant loss to the house.

That the father also refused, and then came the end. The son left the store hurriedly, got a lawyer at once and brought suit against his father for an accounting. The father, stung to the bitterest resentment by this action and

(Concluded on page 7.)

Rutherford Clear Havana Cigars
are sold by successful dealers.
There is a Reason.

A Good Pair to Go On . . .

Two of Our Popular Five Cent Brands.
Our Goods are Made of Best Selections,
Made Carefully, and Made to Duplicate.

Wolf, Neff & Co.
RED LION, PA.

T. E. BROOKS & CO.
RED LION, PA.
MANUFACTURERS OF ALL GRADES OF
Pennsylvania Cigars
FOR THE WHOLESALE JOBBING TRADE
DISTRIBUTORS WANTED ON OUR SPECIAL BRANDS:
GOV. WRIGHT REGAL DUKE DON SEGNO GEN'L YORK
HAVANA SWEETS and MANUEL F. DOMINGUEZ
SAMPLES UPON REQUEST

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

THE REALM OF THE RETAILERS

TIMELY TALKS WITH ENTERPRISING DEALERS.

A RETAIL TOBACCONIST in the business section of Philadelphia is displaying a sign over a wall case, just back of the main cigar case in his store, which reads as follows;—

THE DISASTERS
That Happened to Three of My Customers:

One of them said: "I'll pay Saturday night, if I live." He's dead.

Another said: "I'll see you tomorrow". He's blind.

Still another said: "I hope to pay this week, or go to Hell." He's gone.

Of course, there is a moral even to the vernacular. The dealer undoubtedly means to convey the idea that if he had not extended a credit in these instances, he would have saved himself money, and adopted this way of reminding the casual visitor that he has gained in wisdom by sad experience. Again it may be construed to mean that since so many credit customers of his store have been ill-fated, it would be extremely unwise for others to ask similar favors for fear of a possible similar visitation of dire disaster.

At any rate, it should serve to remind dealers generally that it is exremely hazardous to do business without exercising a reasonable degree of discrimination in the matter of credit.

• • •

SMOKER'S WISDOM.

METAL used inside of any pipe, when smoked will corrode and is therefore poisonous.

No pipe less than four inches long should be smoked, because it is too short to allow the smoke to cool before reaching the mouth.

Tobacco used in the pipe should be somewhat damp to avoid biting of the tongue.

When filling a pipe, press the tobacco tight, especially on the side next to the stem, as by doing so you will cause the tobacco to burn evenly and prevent the burning of the bowl.

A new pipe should have the inside moistened with water for a minute or two before smoking. This moistening of the inside of the bowl will prevent the burning of the pipe and cause the tobacco to form a crust inside of the bowl.

A good many pipes are burned at the bottom of the bowl. This is caused partly by the smoker trying to consume all the tobacco in the bottom of the pipe, and partly by lighting the tobacco and drawing the flame to the bottom of the bowl.

By lighting a pipe over a gas light the edge of the bowl is frequently burned. The very best pipes will be burned that way, and the smoker is the one to blame, not the pipe nor the pipe dealer.

Most pipes are burned because of quick smoking against the wind. By drawing slowly you avoid burning the bowl.

When a pipe burns it is invariably the fault of the smoker by not adhering to the above directions.

To make a new pipe taste as sweet as an old one, put a pinch of salt in the first filling of tobacco. In real meerschaum pipes, the tobacco should be pressed tight, as by so doing the heat is evenly distributed and the pipe will color accordingly.

A meerschaum pipe should always have a meerschaum button inside of the bowl, as this will insure better coloring of the pipe.

By drawing slowly, especially in a new meerschaum pipe, you will prevent over-heating the meerschaum and the pipe will color much quicker than by fast smoking.

Pipes made of soft wood burn readily with the tobacco, and it is the burning wood and not the burning tobacco which bites the tongue.

Oftimes the best pipe may get strong, but if it is packed tight with grass or hay and laid aside for a few days it will be as sweet as ever.

Genuine briar is a hard wood.

Amber burns slowly with a yellow flame, emitting a pungent aromatic smoke. It costs more in a raw state, per ounce than pure silver. Imitation amber burns fiercely, being quickly consumed.

Imitation meerschaum pipes will not color, and, if submerged in water thirty-six hours, they will dissolve to a powder.

The genuine meerschaum pipe is carved of the natural block. Meerschaum pipes are boiled in wax even after having been used for some time, to make them color faster.

Meerschaum pipes are boiled in oil to make them of dark color. Boiling is not done to clean meerschaum pipes.

The chip meerschaum is an imitation.

The encasing of meerschaum pipes with chamois will prevent them from getting scratched, but will help to heat them, and therefore retard the coloring process.—From "Hints to Smokers and Dealers in Pipes", a pamphlet advertising the products of Francis Edler & Co., Chicago.

• • •

DRYING STOGIE FILLERS

A SNAP-SHOT TAKEN AT THE SLATER FACTORY

THE above illustration is a picture taken of a portion of one of the immense drying rooms at the John Slater & Co. stogie factory in Lancaster, Pa., and is one of the series presented in our issue of December 19th, but which was crowded out at that time for want of space.

It shows not only the enormous floor space used for drying purposes in the Slater factory, but it also shows how very nicely the whole interior of the factory is arranged for convenience and capacity. This establishment is easily the peer of any stogie factory in the Keystone State.

Written for The Tobacco World

THE OLDEST AMERICAN.

By Walter S. Smith.

There's an Indian at Lynn, who never knew sin,
Though for years on the highway of strife.
None knoweth his age, though ev'ry Lynn sage
Hath known the man all of his life.
It is true, we are told, this hero was old
When Washington, George, was a boy
And as tall, even then, as other red men
With never a grief nor a joy.
He hath stood on the street, often covered with sleet
Nor ever came in from the cold.
And his raiment so strange, hath never known change
Though over two hundred years old.
Though an Indian, he came over the sea
From Leyden, or Zurich or Berne,
And his blanket of red, with the plume on his head,
Marks the warrior, silent and stern.
His tribe is unknown; he seems all alone
And the bow at his side is unstrung,
The arrows, a pack down over his back
Unused, in their quiver are hung
In his right hand] appears, as high as his ears,
A hatchet that never was hurled.
In his left he holds out, "Without any doubt
The finest cigars in the world."

• • •

TO TOBACCO.

Only a seed!
But it fell from on high,
Out of the stars or out of the sky,
Into the lap of the motherly earth,
Into the garden of death and birth,
When it burgeoned and broke into glorious green,
Into pendulous plumes with a beauteous sheen.

Only a weed!
But they made from its leaf
Of sweet consolation and pleasure a sheaf,
Whose burning was fragrant as frankincense blest,
And the myrrh of the Magi from out of the West;
And out of whose ashes a spirit arose
That brought weary mortals the balm of repose.—Exchange.

• • •

THE SHOW WINDOW

AN attractive window is an advertisement that sometimes costs a good deal in time and labor, but no thinking merchant can fail to appreciate its worth. In this time of active competition, the merchant who has the most attractive windows is the one who forges to the front as a leader in his line. In several leading branches of business, the well furnished, strictly up-to-date window, is the index of the teeming contents of the store. It invites an inspection of the stock, and if prices are shown on the articles displayed, many a sale will result, from an inexpensive method of advertising.

• • •

TELL IT ALL.

THERE are interesting things to be said about your business. Find them out and tell them in an interesting way. A wise dealer will remember that the prices are the most interesting thing he can put into an ad. They mean something if the dealer is honest and tells why the price is made low; if he isn't honest he had better not advertise at all. Don't change your style of advertising too often; let people become familiar with your form of advertising but change the wording as often as possible, and always have something interesting to tell your prospective customers.

• • •

SMOKE races are all the rage at the clubs nowadays. The idea is unique and on that account, if no other is attracting wide attention and is considered rare sport by the participants in the races. The object of the race is simple enough, but nevertheless difficult to attain. Two or more men light their pipes at the word "go" and without relighting or refilling try to keep them going as long as possible. Enormous pipes, of the Dutchman style are largely used. The best record yet made is that of Harry Doe, of Norwich University, who kept his pipe lighted for two hours and fifty-eight minutes.

Gieske & Niemann, Packers & Dealers in Leaf Tobacco
No. 204 South Charles Street
Baltimore, Md.

THE OLD SALESMAN'S MUSINGS

(Concluded from page 5)

by their long wrangling, got another lawyer, and he started two proceedings, one to oust the son from the firm and the other to have a receiver appointed for the business.

Up to the present time neither of these suits have amounted to anything.

Neither the father nor son is paying any particular attention to the business; it is being run by the clerks. I saw a personal letter which one of the clerks wrote to an acquaintance of mine, in which he said that in the two years since the son had been taken in, the business had fallen off nearly 50 per cent.

Think of that—nearly one-half! Of course the social relations of the father and son have been severed, too. The son has left his father's house and is boarding out. The mother, one of the nicest women in the world, is flustered and at her wits' end between love for her husband and her son.

I make a prophecy about this affair. I predict that before the lawing works itself out, the business will be reduced to a mere remnant. I predict that this family will be hopelessly broken apart, and that a good part of the money which the father has for years painstakingly saved—for his son—will be gone.

Don't misunderstand me—all partnerships between father and son don't end this way, but as a son is cast in the same mould with his father and is therefore apt to be like him, such partnerships are more apt than not to turn out that way.

THE OLD SALESMAN.

RUTHERFORD CLEAR HAVANA CIGARS
Are Popular
Because They Please the Consumer.

THE TOBACCO MEN OF LANCASTER

More Life in the Leaf Market. The Story of that 17c. 1905 Tobacco.

Lancaster, Pa., Jan. 28.

The local leaf market again shows more life than it has for some weeks past. Several packers have practically closed out their holdings of 1905, and one of the largest sales made within the past week or two was consummated by A. B. Hess, to a large Philadelphia house.

The entire trade here was astonished by a special news item from Lancaster which recently appeared in a Philadelphia paper. Those who had not seen it were not long in being told of it by those who had, and so the rounds were quickly made. The idea that 1905 Pennsylvania tobacco could be sold at 17 cents, as the news item in question put it, had a very exciting effect on the entire trade, and every one vehemently declared that there was not the slightest occasion to sell any of the 1905 goods for such prices, unless it was not sound.

But the pilfering correspondent of a certain paper, possibly for the want of anything better with which to fill up space, sent the flagrant stuff to his paper, it is printed, and once again he proves himself a complete fool, and thoroughly ignorant of what is really going on in the Lancaster trade.

The facts of the transaction which was the foundation for the erroneous report are as follows:

A. H. Hershey & Co., of this city, had bought at a right price a certain lot of tobacco, but it was a nondescript type of tobacco and they sold it as it was, for 20 cents actual weight, which when taking into consideration the shrinkage realized them possibly only about 17 cents. The word nondescript is used in this instance for two reasons: first, it is the word by which this type of tobacco can be intelligibly described, and second, because the word is likely to be entirely too deep for the plagiarist correspondent's power of comprehension to cope with.

Another sale made during the week was around the 21 cent mark, which is about what the tobacco sold lately has been bringing. This should be sufficient to show how grossly unfair it was to characterize the market as experiencing a radical break, all because a certain lot of inferior tobacco was closed out at less than the market value for the best goods.

As for the 1906, there has again been a little buying done, but only a comparatively few crops. The highest price paid that has been learned of, was 15 and 5, but not all was bought at that figure, some was secured for less money.

The extremely cold days of last week were not the most favorable for stripping, but a great portion of the crops are ready for delivery to the warehouses as soon as packers are ready to receive the leaf still in farmers' hands and not contracted for.

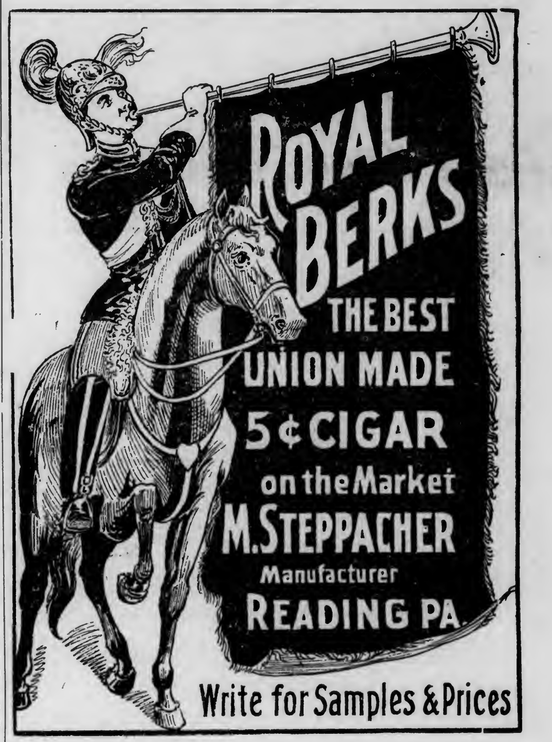
Tobacco that is coming in now seems to be in much more satisfactory condition than some of the earlier deliveries were, and very few complaints of any kind are being heard.

The cigar trade is also fairly good, and manufacturers are beginning to anticipate a very good spring business; and yet they feel that along toward summer time there is bound to come a slump again, but are hopeful that if it does come it will be only of short duration.

Suit has been entered in the Common Pleas Court of this county against John H. Greenly, proprietor of the Iona Tobacco Co., on North Charlotte street, to recover some $500 alleged to be due for cuttings, brought by Streavig & Gemmill, of Red Lion, York county, who were formerly in the cigar manufacturing business, but have since dissolved partnership. The suit was brought in the old firm name, because it is an old partnership claim, they say.

S. R. Moss has been held liable for the sum of $10,333 as a bondsman for Chas. H. Locher, President of the defunct City Trust Co., of Lancaster, by opinion handed down by Judge Hassler. The action was brought by Receiver J. H. Rathfon, of the Trust Co., claiming Moss's responsibility on the bond

(Concluded on page 11)



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Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

MORE BUYING IN HAVANA LEAF MARKET.

Remedios Second Capaduras is in Special Demand and Some Large Transactions Were Noted. Factories Busy, But Where to Get the Needed Leaf is a Puzzling Question.

(Special Correspondence of The Tobacco World.)

Havana, Cuba, January 21, 1907.

Transactions during the past week show quite a large total as compared with the previous five weeks. There has been a particularly good demand for 2d capaduras of Remedios, and it was stated to me that one house alone had purchased about 2,000 bales, although as this tobacco has not all been registered it has not been included in the weekly sales. Besides I have reason to believe that one large transaction has been consummated by a Western concern which, however, neither does figure in the transactions reported by me, as I considered it merely a previous purchase. Several of our manufacturers have also been picking up a few vegas of Vuelta Abajo, and some low grades have been sold to our cigarette manufacturers. The outlook for the coming crop, as far as Vuelta Abajo and Partido is concerned, has not improved, although the farmers are doing everything in their power to supply the missing moisture from the clouds, and have taken to watering pots. The scarcity of iron pipes for irrigation purposes, to be used by the wealthy farmers, still continues, although I hear that some have sent orders to New York for immediate shipment, and are paying double the prices asked last year.

1st capaduras of Remedios are moving very slowly, and there seems to be quite some stock yet on hand; still the way matters look it may be only a question of time before they also disappear from our market.

One dealer assured me that he could sell all his holdings at once if he were only willing to make a reduction of 5 per cent in his asking price.

Sales

during the past week sum up to 4,614 bales, divided into 1,487 bales of Vuelta Abajo, 92 of Partido and 3,035 bales of Remedios. For the United States 3,182 bales were traded in and 1,432 bales were taken by our local cigar and cigarette manufacturers.

Buyers Come and Go.

Arrivals: E. A. Kline, of E. A. Kline & Co., A. Winterberg, of Montevierno & Co., Tampa; Sol Hamburger, of Hamburger Bros., & Co., New York; John Leavitt, of Thompson & Leavitt, Boston, cigars; M. Heyman, of S. Heyman, Ltd., Montreal, cigars; J. Samuel, of Joseph Samuel & Son, London, cigars; J. Solaris, of Solaris & Co., Chicago; H. D. Shivers and S. Isaacson, of H. D. Shivers Co., Inc., Philadelphia.

Departures:—David Delmonte and E. Ellinger for New York, A. Winterberg and Francisco Diaz for Tampa.

Havana Cigar Manufacturers

still have fair orders, although the smaller manufacturers are daily more confronted by the problem of where to find the necessary leaf to keep their factories running.

H. Upmann & Co. shipped 800,000 cigars during the past week. Business is tip top with them.

Havana, Cuba, January 21, 1907.

Partagas continues to work with full hands, as Cifuentes, Fernandez & Co., besides the many orders still unfilled, are constantly in receipt of new ones.

Sol is working regularly upon fair orders, and Behrens & Co. continued buying a few hundred bales or more of old goods during the past week for the needs of their factory.

Ramon Allones and Cruz Roja has an exellent demand for the United Kingdom, Germany and South America, while Rabell, Costa, Vales Co. are experiencing a less urgent call from the United States.

Eden reports a good business, and a steady demand from all consuming countries.

Buying, Selling and Other Notes of Interest.

Sobrinos de A. Gonzalez sold 983 bales of Remedios and Vuelta Abajo during the past week. Don Antero Prieto Gonzalez sailed yesterday from Spain and is due to arrive here about February second.

J. F. Berndes & Co. report buying 2,000 bales of tobacco during the past week, although they have not received and examined all the bales as yet.

Gonzalez, Benitez & Co. sold 700 bales of Remedios.

M. Suarez & Co. are busy. They exported last year 15,446 bales, packs and barrels of stripped leaf tobacco, which is equivalent to 18,800 bales of leaf.

A. Pazos & Co. sold 432 bales of Vuelta Abajo and Partido.

Loeb-Nunez Havana Co. must be doing a very big business in the North, as they are always shipping large quantities of leaf from their stocks here to their Northern customers.

Rz. Bautista & Co. closed out 400 bales of Vuelta Abajo and Remedios.

Ernest Ellinger during his stay here purchased 500 bales of choice leaf for his Northern customers.

Grau, Planas & Co. turned over 400 bales of Remedios.

Montevierno & Co. secured through A. Winterberg one very good vega of Vuelta Abajo, of 161 bales.

Suarez Hnos. & Co. sold 300 bales of Vuelta Abajo and Remedios.

Lewis Sylvester & Son have bought the celebrated vega of Felipe Quintero, about 1,000 acres, at Santiago de las Vegas, and are now also putting up an escojida building of stone, in an up-to-date fashion, which will have a capacity for storage of 5,000 to 6,000 bales. Work on the same is being pushed actively forward, so that it will be ready when the packing season commences this year. They have an irrigating plant on their farm, and are therefore in hopes of having as fine a crop as anybody, according to the year. Mr. Max Stern arrived here with his family

HUNTER 5c. Cigar

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Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128, Cable: "JOMAGARCIA" HABANA, CUBA

on the steamship Mexico last Wednesday, and contemplates carrying on an aggressive business campaign when the proper season begins.

E. A. Kline has been making some good purchases during his stay here.

Receipts From the Country

for week ending January 19, 1907:

	Jan. 19 Bales	Since Jan. 1 Bales
Vuelta Abajo	351	359
Partido	129	129
Remedios & S. Clara	—	2,367
Santiago de Cuba	194	229
Total	674	3,084

Constitution Seed and Havana stands for Quality and Workmanship. Remember that.

COLD WEATHER & SNOW IN BOSTON

Spite of the Discomfort, the Cigar Men Manage to Keep Moving

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., Jan. 28.

We have had quite a spell of cold weather accompanied by snow during the past week, and of course trade was quiet, but the prospects for a good early spring trade look very favorable.

The condition of our streets was filthy after the snow storms, and I noticed entrances leading to many of our retail cigar dealers' stores in such bad shape that their business might have been better if they had spent a few cents to have some one clean off the side walks or gutter as the case might be.

The new United Cigar Store, corner School and Washington streets, opened for business Saturday, and it took ten or more clerks to wait on the customers. The opening was well advertised, souvenirs and double certificates were the usual bait. This store will probably be a good paying one, as the location is excellent.

The 16th United Store here will be at the corner of Broomfield & Washington streets, and is now nearing completion.

The American Tobacco Co. has put on two free deals this week, viz: Ten packages of Hassan cigarettes with every thousand Sweet Caporal or Turkish Trophies cigarettes.

D. B. Bendheim, with the Metropolitan Tobacco Co., New York, and J. Kroog, the Eastern representative of Wm. Demuth & Co., were two pipe salesmen working the Boston trade this week.

George Melhado, the South End wholesaler and retailer, has been giving his customers a handsome pocket match safe bearing his advertisement as a reminder of his store. It is not necessary to state that George is "all to the candy" in the South End.

Geo. A. Lea, Jr., and Geo. W. Farant, representing the Ware-Kramer Tobacco Co., Norfolk, Va., are in town working White Rolls cigarettes. This cigarette is strictly union made, and from reports is making good in every town in which it has been worked, and from what I can learn the concern will have five or six men here to make an attractive campaign, such as numerous window displays and the free distribution of many thousands of samples. All of the leading jobbers are ordering a quantity of the White Rolls, of which the salesmen guarantee the sale.

I expect to see something doing before long. This is a hard market for a union made paper cigarette, but as the movement will have the hearty co-operation of the retailers and many of the wholesalers, the success of this cigarette in this market lies with the consumer.

D. C. Vaughn, who had charge of the sale of the Bairam in this market, has been transferred to New York. F. A. Driscoll, who worked under Mr. Vaughn, is now plugging on Fatima, a 20 for 15 cents cigarette. Driscoll is a fine fellow, and he has the writer's best wishes in his new undertaking.

Sam. Berenson, wholesale tobacconist of Fitchburg, Mass., has filed a petition in bankruptcy with liabilities $4,598.70 and assets $2,286.08. Mr. Berenson was formerly in business in Salem, Mass., where he failed some time ago.

Ralph M. Gans, of Gans Bros., New York, makers of the William the Fourth and El Cura, clear Havana, who spent several days in town, left on Wednesday for Fall River and New Bedford.

Carl Berger, with Sam Frank & Co., pipe manufacturers, is here going the rounds.

The Khedivial Co. New York, through its Boston representative Mr. Marcuson, is working very hard on the Kozack, 5 cent mouth piece cigarette in this market, and from all accounts the brand is taking hold very nicely.

L. Miller & Sons, makers of Leroy little cigars and other brands of cigars, tobaccos, cigarettes, etc., have notified the trade by means of a circular letter that they have sold out to the American Tobacco Co., and in the future all inquiries and orders should be addressed to that company, 111 Fifth avenue, New York.

Under date of January 21, the Hilson Co. notified the wholesale trade that "Beginning Feb. 1, and ending March 10, on all shipments of Hoffman House Magnums and other short smokes made by them for 10,000 or over they will allow an extra discount of 2 per cent, and on all purchases between the dates of March 11 and April 15, a special allowance of 4 per cent, provided the wholesaler's purchases during the period are double those made in the first period. The jobber can only purchase this double increase on the second period.

M. Chapman, formerly a salesman with the Marlboro Cigar Co., has severed his connection with that firm and gone into the wholesale cigar business with John W. Doty, a tobacconist of Lynn, under the firm name of J. W. Doty Tobacco Co. Mr. Chapman and Mr. Doty have had years of experience in the tobacco and cigar line, and their many friends hope to see them make good.

Louis Jeselsohn, the wholesale tobacconist, announces the engagement of his daughter Emma to E. Phillip Finn, of Chelsea. Mr. Finn is a prominent member of the bar, and a brother of Geo. Finn, manager of Mandell's cigar store on Cambridge street.

Ben A.

OUR LANCASTER LETTER

(Concluded from page 7.)

given by Locher on which Moss was bondsman, and which bond was conditioned for the faithful performance of his (Locher's) duties. And the plaintiff alleged that Locher did not faithfully perform his dutes, and that through his dishonesty, fraud and negligence the trust company lost large sums of money. In the affidavit of defense the defendant sets forth that it is not a case in which the Act of Assembly requires an affidavit of defense; that the receiver having sworn to the statement in a representative capacity, the defendant is entitled to proof of all the facts as alleged therein, before judgment can be obtained, etc.

Judge Hassler, however, entered judgment for the plaintiff for the sum of $10,333, being the face of the bond, and interest from date of the suit, holding that the Act of Assembly does not require an affidavit of defense to be filed in such case to prevent judgment; that the defendant could not be relieved of liability on the bond, for the reason that the bond was given to secure the stockholders and creditors of the City Saving Fund and Trust Co. etc.

LUIS MUNIZ — MANUEL MUNIZ — HILA RIO MUNIZ

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OFFICE: 183 Water St. NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

New York, January 28.

The local leaf market was somewhat less animated during the last week than for several weeks previous. There were fewer buyers in the city. While there has not been the slightest break in market prices, it is nevertheless in a much easier condition. Offerings have been more made freely and some slight concessions, when necessary, were more willingly consented to.

The Sumatra market was normal, a moderate volume of business only having been done. Importers are now turning their attention to necessary preparations for their annual visit to Holland.

The Havana market has experienced a greater demand than it could supply for the reason that importers' stocks are being so rapidly depleted that in view of the present conditions in Cuba, what remains in their hands they are obliged to ask such prices for that buyers are simply holding aloof. The situation is said to be most serious, particularly in the Vuelta Abajo district, and clear Havana cigar manufacturers who suffered severely in consequence of last year's failure of the crops in that district, are again confronted with conditions equally as bad, owing to the failure last year in consequence of excessive rains, and a threatening danger this year by drought.

The cigar manufacturing industry is quite active, and business generally is reported to be nicely ahead of the average January month. There is still more revival in the talk of price-raising but it is believed that in only exceptional cases can this action be safely and wisely taken. Instead of attempting to raise prices, Rosenthal Bros., a well known up-town cigar firm, have taken an entierly different course to overcome, in a measure, the increased cost of production, viz: The discontinuance of free deals, and in consequence there has been issued to the trade a letter as follows:

"It is a matter of general knowledge that in the past year there has been a universal advance in the cost of all manufacturing material.

"Perhaps no line has felt such increase more than our own, as tobacco, boxes and labels, and in fact all the material and supplies necessary to the production and marketing of a cigar, show advances all the way from twenty to fifty per cent, and even higher.

"This condition prevailed during nearly all of 1906, and as there seems to be no reason for expecting a betterment, but rather the contrary, we find it necessary to withdraw the concessions of free goods or otherwise, previously offered by us, and hereby notify you that such will be discontinued on and after February 15, 1907.

"We take this opportunity to express our thanks for favors kindly extended to us in the past, a continuance of which we hope for and shall endeavor to merit."

The United Cigar Stores Company are still continuing to make additions to their chain of stores, not only in New York city, but all over the country, and it is not unlikely that by the time this letter gets into print they will have a total of 500 retail establishments. Quite a few additional stores have been secured in New York lately and they have also added to their list in Philadelphia, Buffalo, Columbus, New Brunswick, San Francisco and elsewhere.

The National Cuba Co., who are the United States selling agents for the well known Cuban brands of Sol, Bonsfield, Ramon Allones, Blasco and others, have completed arrangements for a most thoroughly aggressive campaign on their line of imported goods for the present year, and some new sizes are soon to be shown to the trade of several of their importations, for which sizes, it is declared, there is a strong and growing demand.

The annual meeting of the United Cigar Manufacturers Co. will be held on February 7, at which time four directors are to be elected.

E. Regensburg & Sons are having an exceptionally fine business on their American, but some additional territory is still being developed. Several of their representatives are now on the field and very satisfactory reports are coming in.

Joseph Raubitscheck, of the cigar jobbing firm of Raubitscheck Bros., of Pittsburg, has been a visitor in Gotham during the past week.

Numerous passages have already been booked for the steamer America, which sails on February 16 for Europe, by members of the trade who will go to Amsterdam to be present at the early Sumatra inscriptions. Among those who have already taken passage we find Messrs. Benno Neuberger, of E. Rosenwald & Bro., Howard E. Stevenson, with the same house; A. Cohn of A. Cohn & Co., and Leonard A. Cohn; John H. Duys, of H. Duys & Co., and Richard Bythiner, a salesman with the same house; E. Spingarn, of E. Spingarn & Co., and J. Rosenberg of J. Rosenberg & Co.

The T. H. Dunn & Co. factories are well filled with orders and many more are coming in from their large force of salesmen who are now out covering their respective territories. Victor Thorsch has been particularly successful at Chicago and other Western points, while Wm. Catlin has rounded up a good batch of orders in New York State.

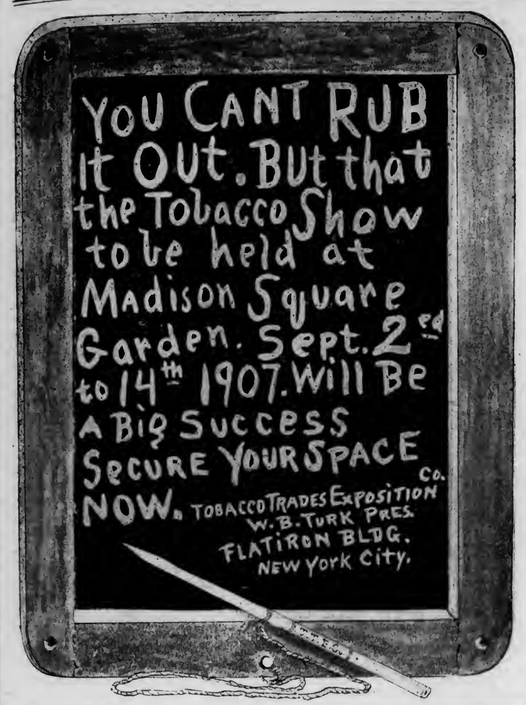
The salesmen of John W. Merriam & Co. have been very successful of late on that firm's high grade products, which shows the increased popularity with which the goods are meeting throughout the United States.

BUSY CIGAR FACTORIES IN YORK

A General Tour of the District Reveals a Very Satisfactory Situation.

York, Pa., Jan. 21.

Business with the manufacturers in York county is exceptionally good for this time of the year. In fact many are receiving orders so rapidly that they are beginning to wonder how they are going to be filled promptly and it also appears that a majority of them are obtaining better prices than they had been before. At Windsor the factories are especially busy. H.



H. Snyder & Co. have found orders coming in at a rapid rate, in addition to a big batch just brought in by Hiram Martin, of that firm, who has made a business trip of about two weeks.

T. E. Brooks & Co., at Red Lion, are making excellent progress, notwithstanding the fact that they have almost completely changed their modus operandi, by engaging in the manufacture of higher grade goods almost exclusively. Mr. Brooks has secured the assistance of H. L. Haines, who was so successful in building up an extensive business for D. Frank Kaltreider a few years ago.

Wolf, Neff & Co. have not experienced the slightest interruption in the way of orders since Christmas, and are going a particularly good business on the Pacific Coast.

W. A. Lahr, than whom there is not a more aggressive man in Red Lion, is not satisfied with having had a banner year in 1906, but he has already set out to do more marvelous things this year, and anyone who knows "Billy's" make-up will admit that he never falls short of accomplishing his undertakings.

A. Scott Frey, a tobacco salesman of Red Lion, is away on a couple of weeks' pleasure trip in the North Carolina pines.

The Lord Dudley cigar of L. J. Smith & Co., at Red Lion, is coming in for a full measure of attention and, along with their Pan Anna brand, it makes a strong pair of leaders for the house.

The Yoe factories are finding a steady sale for their output, although there is no particular rush on just now.

John Fidler, with J. W. Minnich & Son., at Dallastown, has just returned from a short trip East, and was well supplied with orders for their various factories.

The road men of the Dallastown Cigar Co., at Dallastown, have encouraging reports to send to that firm, which has built up a very extensive business in a few years' time.

Orders are coming in regularly for E. S. Sechrist, at Dallastown, and his Emory Martin is becoming particularly strong in some sections of the Southwest and West.

A very conservative business is being done by John K. Pfaltzgraff & Co., who employ experienced representatives on the road, whose knowledge of the trade counts for a great deal in securing orders from the class of houses that this firm is only catering for.

Business has started out most auspiciously with John H. Baker, of York, who is quite sanguine of excelling, during 1907, the excellent record established in 1906. Many a one might hesitate at such undertakings, but not for "John Baker".

D. H. G. Beecher, a well known cigar manufacturer of York, has enentered the political arena by permitting his name to be used as a candidate for City Assessor on the Republican ticket. He was not known to have any political aspirations, but he has succumbed to the wishes of his many friends.

R. D. Zech, one of the oldest tobacco buyers in this city, last week received the important shipment of the 1906 crop of this season, consisting of about 80,000 pounds, which was loaded at the Northern Central Depot, and sent to the John F. Brimmer warehouse, at Lancaster.

Albert Lehman, of this city, also received a lot of tobacco last week, which was the second delivery made to him this year. The tobacco when loaded was consigned to H. H. Snyder, at Lancaster, who is agent there for Otto Eisenlohr & Bros., large cigar manufacturers of Philadelphia.

Michael Hose, a large cigar box manufacturer, and a member of the firm of the Dallas Cigar Co., at Dallastown, was a few nights ago, at a primary election to nominate a ticket for the February election, nominated on the Republican ticket for Chief Burgess. Mr. Hose's partner in the cigar business, Albert Brillhart, was nominated for Borough Council on the same ticket. The meeting was held at the office of W. H. Raab & Sons, cigar manufacturers, at Dallastown.

HUNTER—A Nickel Cigar
Has won many races for dealers.
Try it.

A. COHN & CO.

IMPORTERS OF

Havana and Sumatra

PACKERS OF

Seed Leaf Tobacco

and

Growers of Georgia Sumatra

142 Water Street, New York

EDEN CIGAR FACTORY

of

BANCES & LOPEZ
HAVANA, CUBA.

Calixto Lopez & Co.

180 Water St., New York

Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

Established 1840. Cable "Nargil."

Hinsdale Smith & Co.

Importers of Sumatra & Havana and Packers of Connecticut Leaf **Tobacco**

125 Maiden Lane, NEW YORK.

EDMUND H. SMITH
CHAS SMITH

JOSEPH HOLZMAN

SUMATRA, HAVANA and SEED LEAF **Tobacco**

185 Water St., New York

Cigar Moisture and Moisture Proof Boxes and Cabinets

BUBECK & GUERIN

Office, Factory and Sample Room
115 to 121
East Thirteenth St.
New York
Write for Illustrated Catalogue.

T. J. DUNN & CO.

Makers of the

BACHELOR CIGAR

401-405 E. 91st Street, NEW YORK

JOHN W. MERRIAM & CO.

"At the Sign of the Bull Dog," New York

Real Habana Segar Makers and Importers

Habana Scraps and Cuttings for Sale

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

Established 1881 — THE — Incorporated 1902

TOBACCO WORLD

Published Every Wednesday
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PHILADELPHIA, JANUARY 30, 1907.

DEATH OF OUR EDITOR.

It was with a shock of painful surprise and regret that the friends and employes of The Tobacco World heard on Monday morning that our editor, Mr. John M. Buckley, had died of pneumonia on Sunday evening, January 27, in St. Joseph's Hospital.

Some days ago Mr. Buckley, apparently in his usual health, started on a short business trip in the interest of The Tobacco World, expecting to be absent only a day or two at the most. But during that trip he must have met with some exposure which brought on the dread pneumonia, and his already delicate system failed to withstand the shock, and "The place which knew him here shall know him no more forever."

JOHN M. BUCKLEY

Mr. Buckley, who was 29 years of age, was a son of Mr. and Mrs. Henry C. Buckley, of Mt. Holly, N. J., where his father is the editor and publisher of a weekly paper. A brother, Mr. Elton J. Buckley, is editor of he Grocery World, published in Philadelphia. Rev. James M. Buckley, editor of the Christian Advocate, is an uncle of the deceased.

As will be seen, Mr. Buckley came naturally into editorial work. During his short career he spent some time on reportorial work for the Inquirer and North American in Philadelphia, and on some New York dailies. He also contributed at times to magazines and trade publications. Early in September, 1904, Mr. Buckley became editor of The Tobacco World, and during the 28 months of his connection with this paper devoted his best energies toward advancing its interests. Of the efficiency of his work it is unnecessary to speak here; our readers can judge of that for themselves, and The Tobacco World has no doubt that the general verdict will be "Well done."

Naturally of a rather reticent disposition, Mr. Buckley may have seemed somewhat distant to those who had not learned to know him, but to the inner circle of his friends he was a choice companion, and his sympathy and assistance could be counted on in case of need.

INCONGRUITY OF THE LAW.

In the State of Nebraska there is a law which forbids any "person, firm or association" to furnish tobacco in any way to minors under eighteen years of age, and the law seems to be pretty well observed and obeyed.

The incongruity of this Act of the Legislature of Nebraska was made apparent, however, some days ago, when one Louis Kasdorf was arrested for "bootlegging," as it is called there.

The evidence against Kasdorf seemed to show that he had given away whiskey to minors, an offense finable to the amount of $25 when committed by a licensed liquor dealer. The defendant in this case was operating without a license, however, and a search of the statutes failed to find anything to forbid an unlicensed liquor purveyor from giving away liquor to minors. The defendant was accordingly discharged.

Thus it is shown clearly that punishment is inflicted in that State for the "crime" of giving away tobacco, and on the contrary a premium is virtually placed upon the giving away of liquor to minors.

The glaring inconsistency can only be overcome by the passing of a proper Act of Legislature making it at least as much an offense to give away alcoholic beverages as it is now to give tobacco to a minor.

This would be only common decency toward the cigar dealers of Nebraska, as well as to the other citizens of the State.

Philadelphia Tobacco Trade.

There is more complaint heard this week among Philadelphia retail dealers than since New Year's week, notwithstanding that we had several beautiful days this week so far, during which the stores did a nice trade, but the sales had fallen off so on Friday and Saturday last, when there was such very bad weather, that dealers failed to accumulate the average week's business during the one or two fine days we have had so far this week.

It is a notworthy fact that there have been fewer changes among retailers this year than is generally the case, from which we must take it to mean that they were pretty well satisfied with old locations and therefore were not looking for new ones. Besides, there have been fewer retirements of note.

A man, very prominent in retail and jobbing trade circles, was recently a candidate for magisterial nomination on the Republican ticket, but at the primary election which was held on Saturday last he was snowed under. A number of retailers have since intimated that it was because it could not be firmly established whether he was really a Republican or not, that they could therefore not act intelligently, and for this reason he failed to get the number of votes necessary to win out.

Charles K. Sterner, who about two years ago removed from 418 Market street to Arch street above Ninth, has secured a new store at 33 North Ninth street, which is now undergoing extensive alterations. Mr. Sterner hopes to take possession about the first of the coming month.

Much interest has been aroused in a new anti-coupon bill which was recently introduced in the State Legislature. The new bill provides for their redemption in money and the stamping upon them of the cash value placed upon them. Another provision is for a revenue tax to be placed upon all coupons issued. There is a division of opinion as to the efficacy of the bill, even if passed in either of the two forms. It is said that the Trades League, however, a very influential body, composed of the principal commercial houses of the city, has taken a decided and determined stand against the coupon theory.

W. G. Steele, a prominent tobaconist of West Chester, Pa., was a visitor in the Philadelphia trade this week.

The Theobald & Oppenheimer Co., are now renovating and repainting the front of their factory at 111, 113, 115 and 117 North Third street. New signs are also being painted across the entire length of the buildings.

H. J. Fleischhauer, a label printer at 238 Arch street, has been more than ordinarily busy this year in his label department, and many new and handsome designs were brought out.

J. Langsdorf's Sons deny the statement published in one of the trade papers recently, which was to the effect that they had had a strike. Mr. Langsdorf stated that they had had absolutely no difficulty with their cigarmakers, but that they did have a foreman at one of their factories who was not entirely suitable for the position, and that they had closed the factory down for a few days until another foreman had been secured, and that not only had their hands not left their places, but that every one returned to their respective benches upon receiving word that they were prepared to resume. He stated that they preferred to do this, rather than take the chances of turning out unsatisfactory goods. Business is reported exceptionally good with them this month, and in fact they declare that they have been obliged to turn down a number of accounts who wanted their goods, because they feared they would not be able to meet the demands that would likely arise if too many additional accounts were taken on.

Robert Klee, at Thirteenth and Girard avenue, is also having an unprecedented run on his Olga Nethersole and Sapho de Nethersole brands in both city and out of town trade. The year 1906 established an excellent record for this factory, but present indications are that it will be splendidly eclipsed during 1907.

The first prosecutions under the new Anti-Cigarette law came up before Judge Ferguson, in Quarter Session Court No. 2, last week, when half a dozen storekeepers were arraigned and pleaded guilty to selling cigarettes to minors. The defendants were Charles Phillips, a grocer, of 130 West Tabor road; Joseph Sundel, a barber, of 12[illegible] West Tabor road; Harry A. Kalbach, a druggist, of 210 East Tabor road; Robert Ingram, a barber, of Fisher's Lane and Second street pike; Mrs. Ray Graham, a cigar dealer, of 5[illegible] Clinton street; Gottlob Waldner, tobacconists, of 210 Clarkson street; Anna C. Wray, confectioner, of 5540 North Fifth street, and William Forbes, a grocer of Asylum pike and the Newtown Railroad.

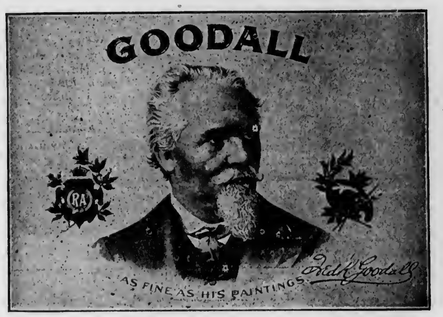
The arrests and prosecutions were the result of the united efforts of the mothers of a large number of small boys residing in Olney, about fifty of whom appeared in court together with Professor Samuel D. Perry, the Principal of the Olney Combined Grammar and Primary School. All the defendants entered pleas of guilty.

From the evidence heard, it appeared that every one of the defendants had been repeatedly requested and warned by the indignant mothers to stop selling cigarettes to their children, a crowd of whom, all under the age of 16 years, sat in the court room, ready to give evidence against the storekeepers if called upon.

As these were the first prosecutions under the Act, and as the accused dealers promised to stop selling cigarettes, Judge Ferguson suspended sentence.

W. A. LAHR

Wholesale Cigar Manufacturer



Red Lion, Penna.

Get our prices, and make a fair comparison with those of other factories.

Correspondence invited with the Wholesale and Jobbing Trade.
Samples Free to Responsible Houses.

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

1903-4-5 Zimmer Spanish, 1905 Gebhardt, 1905 Dutch, 1905 Connecticut, etc.

Porto Rico Cigar Co.
Red Lion, Pa.
WHOLESALE CIGAR MANUFACTURERS
Major Paul
Lord Selkirk } 5c.
Arrow Point
Tom Lewis—2 for 5c.
Wholesale and Jobbing Trade Only

El Ono
Union Made
5-Cent Cigars
are as Good as Cigars Can be Made
Chas. A. Oberly, Maker
LEBANON, PA.

Wisdom on the Label
Wisdom in the Cigar

A 5c. Smoke that is so Good It is Bound to Repeat

Ohmit & Kraft
East Prospect
Pa.

Cigars of Quality Sell and Repeat.

Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

"A Wonderful Nickel's Worth"
That's What the Consumer Says About
The FERNSIDE
For He Gets That Rich Taste and Aroma
Looked For in a More Expensive Cigar
Let us send you Samples of this Steady Seller
GEO. W. PARR, Littlestown, Pa.

John Moeckle, of the Lebanon Cigar Manufacturing Co., of Lebanon, Pa., was a visitor in Philadelphia this week, and secured several good sized orders for his product.

John Bege, who was formerly engaged in manufacturing and jobbing at Manayunk, was, about two months ago, made manager of the cigar and tobacco department of the United News Co., which has become one of the city's largest distributing factors. Mr. Bege has brought about several important changes, one of the most important of which is that the company now handles every variety of the independant manufacturers which there is any call for, while heretofore only the products of certain factories with which special arrangements had been made were handled. As a result we are informed, the volume of business has already been increased perceptibly. A special effort s now about to be made on cigars, and some well formulated plans are about to be carried out. The United News Co. claims an active mailing list of 7,000 establishments to supply in Philadelphia county, of which over 5,000 are active accounts with them. They lay special stress upon their superior delivery service, which insures the prompt delivery of all orders each morning. At least a vague idea of the volume of busin-ss done can be gleaned from the fact that they are the largest buyers of Pure Grape in Philadelphia.

T. E. Wilderseim, who several years ago was associated with Jos. Heyman, son of the late Henry Heyman in the cigar manufacturing firm of Henry Heyman's Sons before its incorporation, is said to be now interested in a similar enterprise at Guthrie, Okla., where the Carlton Club (tobacco manufacturers) was incorporated with a capital of $20,000 by Willie R. Roberts, Frank A. Hayes and T. E. Weiderseim, all of Philadelphia, and H. W. Pentecost and G. V. Pattison, of Guthrie.

W. S. Conrad, a prominent cigar jobber of St. Paul, who has been a visitor in Philadelphia for the past week or ten days, returns to his home tonight.

Frank Toppin, a city salesman with the Theobald Oppenheimer Co., has been confined to his home several days last week, but is now able to be about.

Jno. J. Boltz, of Boltz, Clymer & Co., left on Saturday last on a business trip through the West. It is to be a sort of a tour of inspection rather than one of selling goods.

A circular letter has been received by the trade here from the American Tobacco Co., announcing that they are now prepared to make shipments of a new brand of cut plug tobacco, which is packed in lunch boxes containing one pound each.

Less than two years ago the Batchelor Bros. Tobacco Co. was organized under the laws of New Jersey, arrangements having been made to take over the brands of Bumble Bee, etc., which

Constitution Seed and Havana Cigars
Made in the good old way.
EL DRACO CIGAR MFG. CO., Philada.

Established 1890

Emory Martin

E. S. SECHRIST
Dallastown, Pa.
Manufacturer of
Fine and Common
CIGARS
Capacity, Twenty Thousand per Day

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*
Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

many years ago had a tremendous sale in this city and adjacent territory, but which were latterly owned by the Ed. Batchelor estate. Considerable comment was occasioned at the time when the new company did some extensive advertising on the sale of its stock and in which they are said to have succeeded to some extent. The brands are said to have been taken over on a deferred payment plan, which deferred payments were represented by notes, but not all of which, it is said, have been paid. Recently two judgments were recorded against the Batchelor Bros. Tobacco Co. in the Court of Common Pleas of Philadelphia county, one by the car advertising company for want of a defense for $191.78, another by the Frieder Printing Co., for want of a defense for $516.09.

"Jack" Fowler, representing the United States Tobacco Co., of Richmond, Va., is still away on his Western trip, and reports received at his office in this city indicate that he has so far had a very satisfactory business.

Theobald & Oppenheimer Co. have decided to erect, as soon as practicable, a large new building which will be built entirely of concrete and designed for its special purposes. It is intimated that it will be the most unique structure of its kind used for cigar manufacturing purposes that can be found anywhere in the country. In fact, plans have been already drawn, but a satisfactory location has not yet been obtained. When interviewed this week by a Tobacco World representative Mr. Spotz, the President of the company, admitted that the current report was practically true. When questioned as to the location, he stated that it was their desire to remain in the downtown district, and that they would certainly not be willing to go farther wast than Thirteenth street, as the limit, and intimating that considerably east of 13th street would be preferable.

H. Dolinsky & Son, leaf dealers at 147 North Third street, recently bought a property at the S. E. corner of Third and Race streets, upon which it is announced they contemplate ultimately erecting a new and commodious building for bonded warehouse purposes. The building has an excellent frontage on Third street, a good depth on Race street and an L wing running from Race parallel with Third for a considerable distance. It is quite suitably located for warehouse purposes, and the trade is somewhat elated with the prospect of additional bonded warehouse facilities in this city. Present facilities, they say, are scarcely adequate.

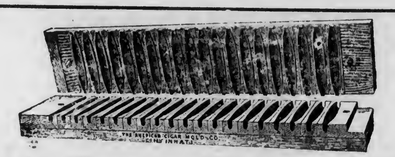
Jacob Teller, formerly a member of the leaf tobacco firm of Teller Bros., of this city, was circulating in the leaf trade this week.

D. Pareira & Co. have engaged S. A. Pyser as a salesman, and he is now covering Pennsylvania territory securing very satisfactory business.

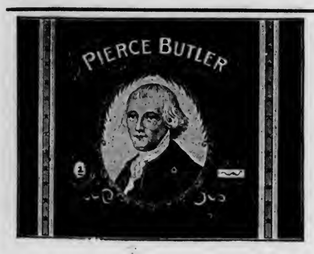
Leopold Loeb, of the Loeb-Nunez Havana Co., sailed for Havana, Cuba, on Monday last, and will spend several weeks on the island.

Marcus Jaskulek — Morris Jaskulek — Robert Jaskulek
M. JASKULEK & SONS
Packers and Dealers in
Leaf Tobacco
814 and 816 East Third Street
DAYTON, OHIO

Joe Endress, Jr. — A. C. Kercher
Pioneer Leaf Tobacco Co.
Germantown, Ohio
Packers of CIGAR LEAF TOBACCO



High Grade Cigar Molds
in any shape, at lowest prices.
CIGAR MANUFACTURERS' REVENUE BOOKS
25 cents each; postage prepaid, 30 cents.
The American Cigar Mold Co., Cincinnati, O



W. H. SNYDER & CO.
Windsor, Pa.

Manufacturers of Popular Brands of
Fine and Medium Priced Cigars
Correspondence with Wholesale and Jobbing Trade only invited.
Particulars cheerfully given to responsible inquirers.

Our Leaders Include:
Honeysuckle, Rose Show,
Jumbo, Libby Dear,
Verelda, Charles Fay,
Carisima, Gov. Pattison,
Model American, and Others.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

J. F. REICHARD

Wholesale Dealer in

LEAF TOBACCO

of All Grades

Craley, Penna.

W. W. STEWART & SON

Reading, Pa.

Makers of the

JOHN HAY

LADY HELEN

10c.

JOHN HAY, Jr.

ELI PERKINS

5c.

High Grade Seed and Havana Cigars

Correspondence with Responsible Houses Solicited

L. J. SMITH & CO.

Wholesale Cigar Manufacturers

AND **Dealers in Leaf Tobacco**

RED LION, PA.

Manufacturers of

and PAN ANNA

5c. Cigars

TWO HAVANAS

Two for Five Cents

Private Brands made to order. Correspondence with Responsible Houses solicited.

SMITH BROS.

Brokers in Domestic and Imported LEAF TOBACCO

No. 17 Charter Street, Dayton, O.

Ohio Goods Our Specialty

M. C. Miller, packer of leaf tobacco at Hartford, Conn., arrived in town a few days ago with a fine line of Connecticnt goods.

Jacob Labe, of B. Labe & Sons, arrived in Philadelphia from his Western trip on Saturday last. He will remain at the office headquarters until about February 20, when he leaves for Amsterdam, Holland.

Harry Hirschberg, of Julius Hirschberg & Bro., announced today that their new Florida tobacco would be here and ready for inspection by the 10th of February.

L. G. Haussermann, of L. G. Haussermann & Sons, has returned from a short business trip through Pennsylvania, upon which occasion he visited the trade in Quakertown, Allentown, etc., renewed many old acquaintances, and made a number of new ones as well as secured a goodly number of orders. John F. Schnupp, also with this house, is now covering Lancaster county trade.

Rutherford Clear Havana Cigars are sold by successful dealers. There is a Reason.

PHILADELPHIA LEAF MARKET

The past week was only moderately active in seed leaf tobaccos, and transactions consisted mostly in small deals, there having been no large offerings; yet, business continued steady and prices remained firm on all lines. The spring trade is considered to be looking generally encouraging. There can be little doubt that the large manufacturers have been gradually depleting their stock, and that in the near future they will have to begin to replenish. From present indicatons, however, it is a matter of conjecture where large supplies, which will necessarily be needed, can be obtained. During the past week there were but few offerings of Pennsylvania, Zimmer Spanish and Gebhart.

The Havana markets during the past week showed no large deals, but numerous small ones, which in the aggregate represented a considerable number of bales. The manner of the transactions indicated that the goods were bought for almost immediate use. Prices remained firm and, though there were more or less inquiries for goods at lower figures, holders seemed inclined to accept nothing but their stated prices.

The Sumatra transactions of the week were of a "hand to mouth" nature. No deals of any note were consummated, but former prices were well maintained.

SPECIAL NOTICE

(12½ cents per 8-point measured line.)

FOR SALE.—One Columbus (Wingate) short filler bunching machine, twelve Miller's (M. D. & P.) long and short filler hand bunching machines, one Excelsior (Kline) long filler buncher, one Duplex (Borgfeld) long filler buncher, seven Keyes-Baker cigar rolling machines, three Keyes-Baker wrapper cutters and a quantity of dies, two DeGarmo improved Empire scrap cutters Nos. 1 and 3½, sixty M. D. & P. shapers, one iron mould press, for eight moulds No. 7, one 90 mould press, wood and iron, one 86 mould press, wood and iron, one large cylinder rotary sifter, one Excelsior re-sweater, will hold a full case, one large press for cigar boxes, a large quantity of M. D. & P. cigar, cheroot and cigarette moulds, any shape or number you may desire, and other articles and materials for manufacturing cigars, such as packers' presses, binder cutters, zinc lined filler boxes, large zinc lined cribs on wheels, etc. Will sell extremely cheap. If interested in any of above, address at once P. O. Drawer 107, Rochester, N. Y. 1-8tf.

To Manufacturers of Cigars:

If you have any

Cuttings, Scraps or Siftings

to sell, write us.

We are at all times in the market as Cash Buyers of all these products.

EDWIN L. KOPPELMAN CO.

7-6-1h **81 Pine St., New York**

FOR SALE.—Nice lot of 75 hogsheads good heavy Kentucky broken leaves and scraps suitable for making smoking tobacco. Also, nice old, well sweated, well-sized cigar fillers and wrappers. **Buckner, Dunkerson & Co.**, 7-11tf Louisville, Ky.

WE PURCHASE Cigar Molds—all desirable shapes—such as No. 16,261, No. 8,832, No. 8,569. Write us, stating what you have and the quantity. Winget Mfg. Co., York, Pa. 12-1tf

ESTABLISHED BROKER desires a good line of Medium Priced Goods. Good business for a good factory. Address J. S., Box 32, care of Tobacco World, Philada. 12-1tf

EXPERIENCED MAN wants position in cigar factory. Capable of handling full charge. Twenty years' experience. Address, Experienced, Box 28, care of The Tobacco World, Phila.

CIGAR FOREMAN or Superintendent is open for a position. Thorough understanding of clear Havana cigars. Address Box 27, care of Tobacco World.

J. B. MILLEYSACK

Manufacturer of

Fine Havana Hand-Made **CIGARS**

No. 821 Lake Street

LANCASTER, PA.

Correspondence with the Jobbing Trade solicited.

J. E. SHERTS & CO.

Lancaster, Pa.

Manufacturers of

High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

The Gilt Edge Cigar Box Factory

J. FRANK BOWMAN

51 Market St.

Lancaster, Pa.

CIGAR BOXES
SHIPPING CASES
LABELS, EDGINGS, RIBBONS

Cigar Manufacturers' SUPPLIES

of All Kinds

Daily Capacity, Five Thousand Boxes

W. H. RAAB & SONS

LA CUBANA CIGAR FACTORY No. 463 ESTABLISHED 1871.

Manufacturers of

High Grade Cigars.

CAPACITY 75,000 PER DAY.

DALLASTOWN, PA.

Move Your Tobacco on

Box Truck

USED BY

Leading Tobacco Dealers

BUILT AND SOLD BY

The Wm. F. Kramer Co.

DAYTON, OHIO

Geo. W. Conway

DALLASTOWN, PA.

Manufacturer of

Nickel & Medium Price CIGARS

For Wholesale and Jobbing Trade

E. RENNINGER,

Established 1889.

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

Lithographers and Printers 322-326 E. 23RD ST. SAMPLES & PRICES FURNISHED UPON APPLICATION

IN STOCK AND TO ORDER **Krueger & Braun** CIGAR LABELS NEW YORK and BANDS

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE

Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.

A Card Will Bring More Information and Prices.

Chaskel Chemical Works

265 West Broadway, New York

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

and THREE CUBANS
MANUFACTURED BY
Central Cigar Company
LEWIS SMITH, Proprietor
Forbes and Marion Streets, **Pittsburg, Pa.**
Wholesale and Jobbing Trade solicited.

UNION MADE SOLD ON ITS MERITS

TOM BAINES

Nickel Goods.

Strictly a First Class Article—Equal to Any Union or Non-Union Cigar on the Market—Probably Better, You to Judge—and Prices No Higher than Others.

Factory 1898, First District Penna.

H. G. Burky, Maker, Reading, Pa.

UNION MADE BLUE LABEL USED

H. G. BARNHART
Cigar Manufacturer
Springvale, Pa.
One of Our Leading Brands:
Cuban Duchess
Only High Grade Tobacco Used
Cigars always duplicate

All Jobbers Who Handle Travellers Tips

Say it Always Moves Well
"A Good Five Cent Cigar"
Abbott Cigar Co.
ABBOTTSTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

There Must Be Something In It

Cigar manufacturers who would not consider HAVANARINE a few years ago are now using it; they must find it pays. Just think it over and ask yourself, "Why?" We will be glad to serve you.

Tobacco Improvement Co.
504 Ninth Street, N. W.,
Washington, D. C.

BIG TEXAS CROP.

Palestine, Tex., Jan. 26.

W. M. Hinson, government tobacco expert, was at Montalba, this county, this week, and he says several farmers there have joined the ranks of the tobacco planters, and that a good acreage will be put in in filler tobacco. The tobacco movement is under good headway in this county now, and a big crop is expected the coming season.

Leaf Tobacco Markets.

BALDWINSVILLE, N. Y.

Deliveries have continued during the last week and the warehouses all have full forces actively engaged in handling the tobacco.—Gazette.

EDGERTON, WIS.

Receiving of the 1906 crop is still under full swing throughout the growing districts. An evidence that the dealers are exerting every effort to satisfy the urgent demands of the growers for an early delivery date, is found in the fact that 83 carloads of bundle leaf from outside points have been received in this market alone during the week. This, in addition to the hundreds of wagon loads received by teams at the local warehouses, brings the delivery of the week close to $300,000 worth of leaf at this point alone. At the present rate of receiving, the great bulk of the crop will be out of farmers' hands before March 1. The work of receiving, however, is attended with some unpleasantness. Deductions are demanded when the tobacco does not come up to contract requirements and an occasional rejection made where satisfactory settlements cannot be agreed upon.

Warehouse handling of the crop is being crowded along as rapidly as conditions will permit at all the packing points The tobacco is coming to the tables in such uniformly good packing condition that it is being prepared for the cases with a lighter labor cost than usual.

The market for cured leaf has developed no news.

Shipments, 350 cases.—Reporter.

Constitution Seed & Havana Cigars are the Best that can be made. Do you sell them?

Recent Incorporations, Etc.

—M. Linkman & Co., of Chicago, have been incorporated to manufacture and deal in tobacco with a capital of $85,000, by Genevieve Ward, Duncan Moore and Simon Lagrono.

—The Montclair Cigar Co., of New York, has been incorporated to manufacture cigars, with a capital of $25,000, by Moses Steinthal, William A. Moore and others.

—The Henry Mugge Cigar Co., of Brooklyn, has been incorporated to manufacture and sell cigars, tobacco, etc., with a capital of $70,000 by H. Mugge, T. Kansegra and T. E. Lowman, of Hempstead.

—The Connecticut Cigar Co., of New Haven, Conn., has filed a certificate of organization.

—The Bloomfield Tobacco Co., of New York, has been incorporated for growing and manufacturing tobacco, with a capital of $150,000, by Charles F. Noyes, Edward Tietz, John Bohanan, Francis M. Burke and Carl W. Myer.

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United Phones *LANCASTER, PA.*

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE: **Lancaster, Pa.**

W. R. COOPER & CO.
Packers of
Penna. Broad Leaf
Dealers in All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS and DEALERS IN **Leaf Tobacc**
142 N. Market Street,
LANCASTER, PA.

The York Tobacco Co.
Packers and Jobbers in All Grades of
LEAF TOBACCO
Office and Warehouse, 15 East Clark Avenue
Manufacturers of Cigar Scrap Tobacco **York, Pa.**

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We Make SCRAP Filler, Ready for Use
York, Pa.

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO
Jobber in Sumatra, Florida Sumatra and Havana
Lemon and Arch Sts. Lancaster, Pa.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
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Philadelphi Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
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San Francisco, 320 Sansome Street,
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HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.
WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

O. L. SCHWENCKE LITHOGRAPHIC CO
CLARENDON ROAD & E. 37TH ST. BROOKLYN, N. Y.
FINE CIGAR LABELS
BANDS & EDGINGS
PRIVATE BRANDS OF ORIGINAL DESIGN
CHICAGO BRANCHES SAN FRANCISCO

The Tobacco Sample Binder

The only machine manufactured for the purpose that is perfect in every detail.
The only machine of the kind Sold Outright.
$10 buys it, and it is your property.
We are also Dealers in
Samplers' Supplies:
Non-elastic Webs, Tapes, Copperized Staples, Sealing Wax, etc.
Address *The* **Sample Binder Co., West Milton, O.**

Trade-Mark Register.

PYRRHUS. 15,271
For Cigarettes. Registered December 21, 1906, at 9 a. m., by H. Yulsman, Philadelphia, Pa.

MI PENZIL. 15,272
For Cigars. Registered December 24, 1906, at 9 a. m., by Hidalgo Havana Co., Philadelphia, Pa.

GEN. JAMES WILSON. 15,273
For Cigars. Registered December 29, 1906 at 9 a. m., by C. E. Robinson, North Wales, Pa.

METROPOLITAN CLUB. 15,274
For Cigars. Registered January 2, 1907, at 9 a. m., by Abe A. Levitt, Philadelphia, Pa.

INDIAN WEED. 15,275
For Cigars. Registered January 2, 1907, at 9 a. m., by Harry E. Brallier, Lancaster, Pa.

EKAR. 15,276
For cigars. Registered January 2, 1907, at 9 a. m., by Edward Berger, Lebanon, Pa.

COLONIAL FIVE. 15,277
For cigars. Registered January 3, 1907, at 9 a. m., by Hogg & O'Conner, Philadelphia, Pa.

CAMPAIGN. 15,278.
For Smoking Tobacco. Registered January 5, 1907, at 9 a. m., by I. Mogulesky, Philadephia, Pa.

KEER-BASINA. 15,279
For Smoking Tobacco. Registered January 5, 1907, at 9. a.m., by I. Mogulesky, Philadelphia, Pa.

DUKE OF DREAMLAND. 15,280
For cigars and all kinds of Manufactured Tobacco. Registered January 7, 1907, at 9 a. m., by Jacob G. Shirk, Lancaster, Pa.

WREX. 15,281
For cigars. Registered January 7, 1907, at 9 a. m., by Wm. Rexroth, Harrisburg, Pa.

EL DIGNUS. 15,282
For cigars. Registered January 7, 1907, at 9 a.m., by Hogg & O'Conner, Philadelphia, Pa.

SUMMAS. 15,283
For cigars. Registered January 7, 1907, at 9 a. m., by Hogg & O'Conner, Philadelphia, Pa.

JAPEANS. 15,284
For cigars. Registered January 8, 1907, at 9 a. m., by J. A. Shuhart & Co., York, Pa.

GENUINE ROSE. 15,285
For cigars. Registered January 10, 1907, at 9 a. m., by Rosenfeld Bros., Philadelphia, Pa.

ALEKSI WIRTAMO. 15,286
For cigars. Registered January 11, 1907, at 9 a. m., by Aleksi Wirtamo, Conneaut, O.

CONNEAUT. 15,287
For cigars. Registered January 11, 1907, at 9 a. m., by Aleksi Wirtamo, Conneaut, O.

SARAMIRO. 15,288
For cigars. Registered January 11, 1907, at 9 a. m., by Aleksi Wirtamo, Conneaut, O.

FINLAND'S LIBERTY. 15,289
For cigars. Registered January 11, 1907, at 9 a. m., by Aleksi Wirtamo, Conneaut, O.

RUSSIAN NAROD. 15,290
For Cigarettes. Registered January 14, 1907, at 9 a. m., by M. Rappaport, Philadelphia, Pa.

KNOCKS-ALL. 15,291
For cigars. Registered January 14, 1907, at 9 a. m., by C. S. Turner Co., Philadelphia, Pa.

LA PULVEDA. 15,292
For cigars, cigarettes, cheroots, stogies and tobacco. Registered January 15, 1907, at 9 a. m., by C. G. Michener, Philadelphia, Pa.

EL OKAY. 15,293
For cigars. Registered January 15, 1907, at 9 a. m., by John A. Schmidt, Cincinnati, O.

NOKS-ALL. 15,294
For cigars. Registered January 19, 1907, at 9 a. m., by C. S. Turner Co., Philadelphia, Pa.

UNION LASS. 15,295.
For cigarettes. Registered January 19, 1907, at 9 a. m., by I. Mogulesky, Philadelphia, Pa.

SQUAW MAN 15,296.
For cigars. Registered January 21, 1907, at 9 a. m., by Hogg & O'Conner, Philadelphia, Pa.

GREEN STANDARD. 15,296½
For cigars. Registered January 21, 1907, at 9 a. m., by P. M. Hare & Son, San Francisco, Cal.

SAVORY BOUQUET. 15,297
For cigars, cheroots cigarettes, tobacco, and stogies. Registered January 21, 1907, at 9 a. m., by Solar Cigar Co., Cincinnati, O.

REJECTED.

Perfect, The Senate, Corcico, Court House, Comfort, Flat Iron, Twentieth Century Quakers, The Dip, Lord Mortan, Superiores, El Imparcial, The Eagle, The Owl, Sampa, E. W. Schuman, High Art, Bully Boys, Colonial, Colonial Bouquet, Extra, Telephone, Justina, Consonia, Dona Rosa, La Fidacia, Success, Society, Liberal, Nivo, Sweet Rose, Rodino, Narod, Black Watch, Daily Call, American Girl, Tiger.

PATENTS RELATING to TOBACCO, &c.

842,064 Tobacco box; Marcus B. Behrman, Baltimore, Md.

842,065 Tobacco box; Marcus B. Behrman, Baltimore, Md.

842,143 Cigar vending machine; Isaac H. Garson, Rochester, N. Y.

841,685 Printing and bronzing machine; Fred R. Harris, New York, assignor to American Tobacco Company.

842,038 Combined watch fob and match receptacle; Charles F. Wallerstedt, St. Louis, Mo.

841,754 Tobacco stemming machine; Jesse H. and L. P. Whitaker, Washington, D. C.

BRBANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars

JOHN D. LONG
OFFICE: No. 118 Mifflin Street
Manufacturer of Cigars
FACTORY: Cor. Maple & Plum Aves.
Lebanon, Penna.
A Specialty of Private Brands. Telephone Connection Samples Sent to Responsible Houses.

HERMAN DELLE
York, Penna.

Maker of
Delman 10 and 5c.
Herdel 5c.
Alex. Martin 5c.
UNION MADE
CIGARS
Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

HARRY A. SNYDER

Littlestown, Pa.
Manufacturer of
High Grade
Seed and Havana
Cigars
and **EL DODIE**
St. Louis World's Fair Prize Winners.
Branch Salesroom,
ENDICOTT BUILDING.
St. Paul, Minn.
Grace Cameron—Edward Hyde—Habersham—Club Brand

THE BEAR BRAND
HABANA
LONG FILLER
REGISTERED BY C.H. BEAR.

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey

W. R. DAUGHERTY & BRO.

Manufacturers of
Fine Domestic Cigars
Dallastown, Pa.
HIGHEST QUALITY
FINEST PACKAGES
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

C. E. MATTINGLY & CO.
Manufacturers of
High Grade
Union Made
5c. Cigars
FOR THE
Wholesale Trade Only
Union Chief
Supreme Union

McSherrystown, Pa.

R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited.

INCREASE YOUR PROFIT!
Columbia Straight Will Do It.
We bought a large supply of Good Havana and Domestic Tobacco at the right time.——We are located where Good Workmen can be had at Fair Prices.
These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.
Fred Schlaeger & Co., Columbia, Pa.
Samples on application.

HAVANALLIN
Is Guaranteed to be the Most Powerful and Lasting Havana Cigar Flavor ever produced. We Sell It.
Acme Extract & Chemical Works
E. G. ECKERT, Proprietor. Hanover, Pa.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Houses

They Smoke It and Come Again

BLEND, QUALITY and WORKMANSHIP to Please the Most Critical Smokers
Manufactured for Jobbing Trade Only
The Toedtman Cigar Co.
Makers of the Highest Grade of 5c. Cigars Exclusively
MIAMISBURG, OHIO.

The American Tobacco Co.
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

SPACE FILLING UP AT EXPOSITION

Applications for space in the New York Exposition are coming in rapidly and a number of exhibitors have been added to the number who have signed contracts this year. From the general interest at this early date, the trade may see Madison Square filled in every available foot of space.

The William Wicke Ribbon Company have this week closed contracts for space for their exhibit. This concern has been long in the ribbon business, being the first to manufacture cigar ribbons in the United States. They opened a factory, the first, in 1872, beginning with six looms in operation. They are now operating six hundred looms, and turn out about a million cigar ribbons per week. The exhibit of this concern at the Exposition next September will be in the form of a display of pillows, cushions and other articles made from silk cigar ribbons.

A. B. Newman, of 288 East Houston street, has also signed contracts for space. That the last Exposition was of benefit to him is evidenced by the fact that he has taken just twice as much space as last year. Mr. Newman is agent in America for manufacturers of cigarettes and tobacco in Austria, Hungary, Holland, France and Russia. He also controls for the United States, a line of German and Austrian playing cards and novelties, and these will be included in the exhibit.

RUTHERFORD CLEAR HAVANA LEADER
from the factory of
El Draco Cigar Mfg. Co., Philada.

IRISH DEMAND REPEAL OF LAW.

Mr. William Redmond, M. P., presented to the Prime Minister a huge petition demanding the repeal of the law prohibiting tobacco growing in Ireland. It is signed by every member of Parliament in Ireland of every shade of politics and never before has there been such unanimity among the Irish members. The petition summarizes the situation as far as tobacco growing is concerned. It claims that the Irish are merely asking for a privilege which was theirs until deprived by a statute as late as the reign of George III., when growing of tobacco in the country was a prosperous and progressive industry. Success had been achieved and further development assured when a demand rose in England for its suppression, and then the industry was suppressed without the slightest consideration of the injury inflicted in Ireland. The petition winds up with a repeal of the unjust prohibition and points out that the people are of one mind on the subject. The Prime Minister promised to give the matter his attention.

MORE CIGARETTES CONSUMED IN AUSTRIA.

The government tobacco monopoly in Austria shows an enormous increase in cigarette smoking in that country,

A. HUSSEY
LEAF TOBACCO

THE BEST ORGANIZ
MOST COMPLETE A
LARGEST MAIL ORD
LEAF TOBACC
ESTABLISHMENT
AMERICA
NEW YORK
CHICAGO
ST. LOUIS

E. S. SECHRIST
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890.
Capacity, Twenty Thousand per Day

YOU ARE LOSING MONEY.
? HOW ?
BAD ACCOUNTS.
Charging them off to profit and loss.
Paying Collection Agency Fees.
Paying Membership fees.
"DO-IT-YOURSELF"
The "Do It-Yourself" collection outfit is a system whereby you collect your bad accounts YOURSELF and do it in the same way that it is done by Collection Agencies, only BETTER.
? WHY ?
It is a better system.
It is easier to operate.
It keeps the accounts in YOUR OWN HANDS.
It brings the money to YOU.
It saves Collection Agencies fees.
It saves Membership fees.
It saves getting into the hands of unreliable agencies.
Price $1.00 Postpaid
Each outfit contains everything necessary to collect 50 claims.
MONEY REFUNDED if on receipt you are not perfectly satisfied.
ORDER TO-DAY
United States Collection Agency
Suite 19, 163 Randolph Street
Chicago, U. S. A.
Agents Wanted Write for proposition

Wm. STEINER, SONS & CO.
Lithographers.
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540-550 W. 58TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
Private Designs a Specialty
SOUDERTON, PA.
Metal Printed Labels

Established 1870 Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

LABELS
Cigar Ribbons Silk & Imitation & Muslinoia Ribbon
CORRESPONDENCE SOLICITED
KEYSTONE VARIETY WORKS HANOVER, PA.
ESTABLISHED 1890
GIVE US A TRIAL WE WANT YOUR OPINION
Printed or Stamped in Gold or Silver
BANDS
CAUTIONS
STOCK CARDS

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

JOHN SLATER & CO.

Manufacturers of Handmade

LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues

LANCASTER, PA.

No. 21 North Main Street, **Washington, Pa.**

Imperial Cigar Co.

Home of the 'Two Friends'

Absolutely the highest grade 2 for 5 Cigar in the United States.
Manufactured on honor and sold on its merits.
We defy competition, and court opposition.
Samples cheerfully sent free to any part of the United States. Sold to Jobbers only.
Our motto. The best is not too good

Imperial Cigar Co.

Hanover, Pa.

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

Manufactured Only by

LEONARD WAGNER

Factory No. 2 **707 Ohio St., ALLEGHENY, PA**

GEO. STEUERNAGLE

Manufacturer of

Pittsburg Stogies

Goods sold direct to Jobbers and Dealers

5143 Penn Ave., Pittsburg, Pa.

HAROLD FRIES

FRIES & BRO.

92 Reade St., New York.

The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *

WORLD-RENOWNED

Spanish Betuns,

ONLY NON-EVAPORATING

Cigar & Tobacco Flavors;

Sweeteners, etc.

Sample Free The Most Popular Flavors Since 1855. Please write for them.

Guaranteed to be the Strongest, Cheapest, and Best.

last year's per capita being 145.5, while the consumption of cigars decreased from 49 to 44 per capita. The country's smoke bill was $50,000,000, and the profits of the company amounted to $30,000,000.

Rutherford, Constitution, Hunter—a strong trio.
El Draco Cigar Mfg. Co., Philada.

Business Changes, Fires, Etc.

Illinois.

Chicago.—Max Protus, cigars, out of business.

Havana.—Fred Hahs, cigar manufacturer, discontinued.

Indiana.

Hudson.—O. Nash, cigars and pool, sold out.

Indianapolis.—Hamilton, Harris & Co., (inc.), wholesale cigars and tobacco, authorized capital stock increased to $60,000.

South Bend.—Peter E. Studebaker, cigars, succeeded by C. J. Nathan.

Waterloo—Luce & Williams, cigar manufacturers, sold out.

Massachusetts.

Boston—Jacobs & Naar, cigar manufacturers, assigned.

Fitchburg—Samuel Bernson, tobacco, petition in bankruptcy.

Holyoke.—William H. Tetro, cigars and pool, chattel mortgage, $600.

Lynn.—Edward W. Fletcher, cigars and pool, chattel mortgage, $500, discharged.

North Attleboro—Mrs. Jennie S. Barton, cigars and tobacco, chattel mortgage, $250, discharged.

Michigan.

Bay City—Schmidt & Purser, wholesale and retail cigars and tobacco, dissolved.

Minnesota.

Minneapolis.—William Lineaweaver Cigar Co., wholesale, name changed to T. P. Jumper Cigar Co.

New Jersey.

Newark.—Lincoln Cigar Factory, incorporated under same style.

New York.

Albany.—Andrew Baldwin, cigar manufacturer and stationery, dead.

Ossining.—Harry Macy, cigars, etc., sold out.

Oregon.

Oregon City.—W. A. Buch, cigar store, attached.

Portland.—Campbell & Evans, inc., wholesale cigars, etc., deed, $350.—Wildman-Raphael Co., wholesale and retail cigars, A. Wildman, individually, deed, $500.

Pennsylvania.

Corry.—Leon C. Hubbard, to... and confectionery, sold out to Wi... Judge.

Falls Creek.—F. Frank Butler, ci... and pool, succeeded by Andrew ... Keon.

South Dakota.

Sioux Falls—William Brucker, ... manufacturer, discontinued.

Texas.

El Paso—Best Cigar Store, (not ... retail cigars, sold out——Ernest ... Hughes, cigars and curios, sold ...

Washington.

Anacosta.—J. A. Johnson, ci... confectionery, etc., chattel mortg... $293.

Seattle.—H. Lerner, fruits and ... gars, real estate mortgage, $1,200.

Spokane.—S. B. Rose, cigars, ... fectionery, etc., succeeded by C... Herbert.

Wisconsin.

Milwaukee.—Schnurr & Court... wholesale cigars and tobacco, dissol... Courtney succeeds.

TOBACCO SEED FREE.

Notice has been sent to tob... growers by United States Govern... expert W. M. Hinson, that seed w... furnished free of cost and that ... Hinson, on request, will visit ... persons who engage in growing ... bacco in any part of the country, ... give instructions as to seed b... transplanting, cultivation and har... ing of the crops, together with ... instructions as to preparing the ... for marketing, etc.

J. H. LIEFTINCK & ZO...
Sworn Tobacco Broke...
Office and Sample Rooms:
Brakke Grond and Frascat...
AMSTERDAM, HOLLAND.

STOKHUYZEN & BR...
Sworn Tobacco Brokers
Office and Sample Rooms:
Nes. 84–86 (Opposite Fran...
AMSTERDAM, HOLLAND.

NIENHUYS & HESTER...
Sworn Tobacco Brokers
Brokers to the Deli Maatschappy
AMSTERDAM, HOLLA...
Office and Sample Rooms:
87 Rokin & 100 Nes, opposite Fra...

COLOR and CANCELLING STA...
LEAD SEALS & STENCILS
Quaker City Stencil & Stamp...
Incorporated
234 Arch St., PHILADELPHIA.

MINNICH BALING PRESS

Patented March 9, 1897

For All Kinds of Products Requiring Baling

TOBACCO STEMS, PAPER, COTTON, Etc.

Specially Constructed ..PRESSES..

For Leaf Tobacco Packers

Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

MINNICH MACHINE WORKS

Landisville, Lancaster Co., Pa.

—Established 1834—

WM. F. COMLY & SON

Auctioneers and Commission Merchants

27 South Second Street

PHILADELPHIA

Regular Weekly Sales Every Thursday

Cigars, Tobacco, Smokers' Articles

Special Sales of Leaf Tobacco

Consignments Solicited Advances Made

Settlements Made on Day of Sale

Patents *Caveats, Trade Marks, Design-Patents, Copyrights, etc.*

Correspondence Solicited

JOHN A. SAUL

Le Droit Building, WASHINGTON, D. C.

METAL EMBOSSED LABELS METAL PRINTED LABELS

H. J. Fleischhauer

CIGAR LABELS

238 Arch Street, Philadelphia.

TELEPHONE 1561

EMBOSSING LITHOGRAPHING SPECIAL DESIGNS

JACOB G. SHIRK

Lancaster, Pa.

JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.

IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds

Are the **CIGARS** of the following Registered Brands

"Brilliant Star" Clear Havana . . **10c.**
"S. B" Half Havana . . . . . **5c.**
"S. B." Little Havanas . . . . . **5c.**
"Honest Bee" . . . . . **3c.**
"2--I--No" Mildest Cigar Made **2 for 5c.**

Special Brands Made to Order

Stauffer Bros. Mfg. Co., New Holland, Pa.

Send Your Cigar Buyer Here We Will Save You Money

For Sale by All Dealers

VIRGINIA PERIQUE

MIXTURE

The **AMERICAN TOBACCO CO.,** **NEW YORK**

E. A. CÁLVES & Co. ◇ HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

JOHN SLATER & CO.

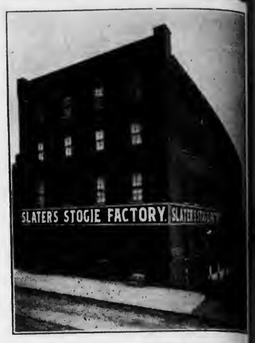
Manufacturers of Handmade

LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues

LANCASTER, PA.

No. 21 North Main Street, **Washington, Pa.**



Imperial Cigar Co.
Home of the 'Two Friends'

Absolutely the highest grade 2 for 5 Cigar in the United States.
Manufactured on honor and sold on its merits.
We defy competition, and court opposition.
Samples cheerfully sent free to any part of the United States. Sold to Jobbers only.
Our motto, The best is not too good

Imperial Cigar Co.
Hanover, Pa.

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
Manufactured Only by
LEONARD WAGNER
Factory No. 2 707 Ohio St., ALLEGHENY, PA

GEO. STEUERNAGLE

Manufacturer of
Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

HAROLD FRIES
FRIES & BRO.
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors;
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855.
Please write for them
Guaranteed to be the Strongest, Cheapest, and Best.

last year's per capita being 145.5, while the consumption of cigars decreased from 49 to 44 per capita. The country's smoke bill was $50,000,000, and the profits of the company amounted to $30,000,000.

Rutherford, Constitution, Hunter—a strong trio.
El Draco Cigar Mfg. Co., Philada.

Business Changes, Fires, Etc.

Illinois.

Chicago.—Max Protus, cigars, out of business.

Havana.—Fred Hahs, cigar manufacturer, discontinued.

Indiana.

Hudson.—O. Nash, cigars and pool, sold out.

Indianapolis.—Hamilton, Harris & Co., (inc.), wholesale cigars and tobacco, authorized capital stock increased to $60,000.

South Bend.—Peter E. Studebaker, cigars, succeeded by C. J. Nathan.

Waterloo—Luce & Williams, cigar manufacturers, sold out.

Massachusetts.

Boston—Jacobs & Naar, cigar manufacturers, assigned.

Fitchburg—Samuel Bernson, tobacco, petition in bankruptcy.

Holyoke.—William H. Tetro, cigars and pool, chattel mortgage, $600.

Lynn.—Edward W. Fletcher, cigars and pool, chattel mortgage, $500, discharged.

North Attleboro—Mrs. Jennie S. Barton, cigars and tobacco, chattel mortgage, $250, discharged.

Michigan.

Bay City—Schmidt & Purser, wholesale and retail cigars and tobacco, dissolved.

Minnesota.

Minneapolis.—William Lineaweaver Cigar Co., wholesale, name changed to T. P. Jumper Cigar Co.

New Jersey.

Newark.—Lincoln Cigar Factory, incorporated under same style.

New York.

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Oregon.

Oregon City.—W. A. Buch, cigar store, attached.

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Seattle.—H. Lerner, fruits and cigars, real estate mortgage, $1,200.

Spokane.—S. B. Rose, cigars, confectionery, etc., succeeded by Charles Herbert.

Wisconsin.

Milwaukee.—Schnurr & Courtney, wholesale cigars and tobacco, dissolved. Courtney succeeds.

TOBACCO SEED FREE.

Notice has been sent to tobacco growers by United States Government expert W. M. Hinson, that seed will be furnished free of cost and that Mr. Hinson, on request, will visit such persons who engage in growing tobacco in any part of the country, and give instructions as to seed bed, transplanting, cultivation and harvesting of the crops, together with such instructions as to preparing the crop for marketing, etc.

J. H. LIEFTINCK & ZOON
Sworn Tobacco Brokers
Office and Sample Rooms:
Brakke Grond and Frascati
AMSTERDAM, HOLLAND.

STOKHUYZEN & BRON
Sworn Tobacco Brokers
Office and Sample Rooms:
Nos. 84–86 (Opposite Frascati)
AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMAN
Sworn Tobacco Brokers
Brokers to the Deli Maatschappij
AMSTERDAM, HOLLAND
Office and Sample Rooms:
87 Rokin & 100 Nes, opposite Frascati

COLOR and CANCELLING STAMPS
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Specially Constructed ..PRESSES..
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Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

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METAL EMBOSSED LABELS METAL PRINTED LABELS
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JACOB G. SHIRK
Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
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Special Brands Made to Order
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here We Will Save You Money

For Sale by All Dealers

VIRGINIA PERIQUE

MIXTURE
The **AMERICAN TOBACCO CO., NEW YORK**

INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

"AS GOOD AS THE NAME"

E. REGENSBURG & SONS

THE AMERICAN

TRADE MARK. REGISTERED

HAVANA CIGARS

NONE GENUINE UNLESS BEARING THIS BAND WITH OUR TRADE MARK IN COLORS

E. REGENSBURG & SONS THE AMERICAN

BEWARE OF IMITATIONS.

ON SALE EVERYWHERE

Constant Growth

signifies

Constant Merit!

Cigars that hold the confidence of their smokers pay dealers best.

DIAMOND JOE CIGAR FACTORY brands stand pre-eminently in a class of their own.

H. FENDRICH

Evansville, Ind.

WARREN BECK & BRO.

Ten-Cent Brands:
Duke of Westminster
Admiral Gherardi
Gen. Warren
La Responder Marcana
La Cantidad

Cigar Manufacturers

York, Pa.

Michael Hose A. F. Brillhart

Dallas Cigar Co

Manufacturers of CIGARS & Dealers in LEAF TOBACCO,

Dallastown, Penna.

A. D. KILLHEFFER, MILLERSVILLE, PA.

Maker of High Grade Cigars.

No Salesmen. Communicate with Factory.

E. ROSENWALD & BRO.

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THE TOBACCO WORLD

Established in 1881. Vol. XXVII., No. 6. | PHILADELPHIA and NEW YORK, FEB. 6, 1907. | One Dollar per Annum. Payable in Advance.

PHILIPP J. KOLB & CO.

IMPORTERS & PACKERS OF LEAF TOBACCO

PHILIPP J. KOLB. WILLIAM J. LANAGAN.

No. 310 Race Street

PHILADELPHIA

•CENTRAL UNION•

No other brand of Tobacco has grown so quickly in public favor.

Reasons:

Quality, Price, Union Label, Friendly Dealers' Aid, and Tobacco Trust's Hostility.

United States Tobacco Co., Richmond, Va.

SUMATRA TOBACCO

The Kind that Wraps Economically

H. DUYS & CO.

No. 170 Water Street, New York

The Leading Exclusive Sumatra House

Amsterdam House:—De Amsterdamsche Tabakshandelmaatschappij.

Growers and Packers of

FLORIDA TOBACCOS

Write for Samples

SCHROEDER & ARGUIMBAU

178 Water Street, New York

THE 5c. CIGAR that you'll say is "All to the Front."

El Draco Cigar Mfg. Co. Philada.

EISENLOHR'S Cinco Philadelphia CIGARS

Clean as the Food You Eat
Vesper CIGAR 5¢

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
(NICKELBY, 5c.)

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

Sumner Greene — E. T. Cahn
SUMNER GREENE & CO.
Manufacturers of
Greene's Seal Cigars
2330 MARKET ST., PHILADELPHIA

PHILADELPHIA — SMOKE VETTERLEIN BROS.' SABOROSO PHILADELPHIA CIGARS — BOSTON

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
114 N. 7th St. Philadelphia

SUPERIOR Quality and Workmanship

Vicente Portuondo CIGAR MFG CO. PHILADELPHIA Cigars

Factory No. 968, First District Penna.

YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
ALL JOBBING HOUSES

If You Want to be in HAVANA Smoke CAMELA 5c. CIGARS
Made by
HENRY HEYMANN'S SONS
Sinking Spring, Pa.

Parmenter Wax-Lined Coupon Cigar Pocket
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U.S.A.
Sole Owners and Manufacturers.

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

SCRANTON CO. MAKES STAND

Against Invasion by the United Cigar Stores Company.

Scranton, Pa., Jan. 31.

No business announcement made in this city for many years past has drawn forth quite as much comment as the reported coming of the United Cigar Stores Company to this city.

The Scranton Tobacco Company, aroused over the situation, is working overtime to make an effective fight against the monopolists who are steadily but surely cornering the cigar trade of the country, in the more important cities.

The Scranton Tobacco Company agrees to buy the stock of goods on hand in small cigar stores, barber shops, drug stores, etc., and to furnish new cases back fixtures and other attractive features, all free of charge, provided a contract is made for one year. These fixtures are not the property of the store keeper, however, they are loaned or leased and are at all times the property of the lessor.

Then the company puts in a stock of cigars and smokers' articles in general, and the store keeper handles them on commission accepting as his remuneration twenty per cent. of the gross sales. In this way he has no liability, except for the goods that have been disposed of, and the real owners will have to keep the stocks in good condition, or suffer the loss of trade.

Thus a new trust is to be formed to fight the bigger and older one. Some people say that they can see a lot of money in the little combine that is being framed up, and they figure it this way. The little trust will control sufficient trade to make it worth while for the big one to buy out its interests, and then there will be a grand monopoly, with practically all the cigar trade of the city in the hands of one concern. The story is too far fetched, however. It takes for granted something that has not happened, and may never happen.

But where have the cigarmakers' unions been in this fight that we hear so much of and see so little in results? Lying down as usual. It is true, a meeting was called—perhaps there were two, but nobody did anything but talk a little, and the attendance was so slim that nothing tangible could follow.

From inquiries made in other towns where the United Cigar Stores Company have settled down to do business, we find that the higher grade cigar stores are still doing business at the old stands, and that the places affected most are the small dealers who look for their patronage to the working and middle classes.

As a matter of fact, there are more non-union cigars sold right here in the city of Scranton, which is supposed to be a stronghold of organized labor, than there are union cigars, but if you care to ask any honest man who carries a union card, yet buys open shop cigars why he does so, he'll tell you just what they all say.

But the United Cigar Stores Company have not got a monopoly anywhere, and they won't get it here. Let the trust come. Its two finely fitted stores will undoubtedly do some business—perhaps a great deal of business at first. They will not wipe out the earnest, aggressive dealer, however, who cares to stand his ground and offer the best values he can get hold of. There's room enough for all on this sphere of ours, and the man who is willing to get his brains down to business, if he knows enough, can pull through and hold his own, if he only keeps up his courage and tries hard enough.

HAVANA TOBACCO COMPANY LOSES

Appeal to Board of General Appraisers for Cuban Duties Twenty Per Cent. Less than Philippine.

Washington, D. C., January 30.

The Treasury Department has issued a report on the decision of the Board of General Appraisers, in the matter of protests of the Havana Tobacco Co. et al. against the assessment of duty by the Collector of Customs at the Port of New York as follows:

"The protests raise a question as to the construction to be placed upon certain paragraphs of the treaty between the United States of America and the Republic of Cuba, as the same was approved by Congress on December 17, 1903. The protestants' contention is that, by the provisions of this treaty, certain cigars and other commodities imported from Cuba should be admitted into the ports of this country upon the payment of customs duties 20 per cent. less than the rates paid upon like commodities coming from the Philippine Islands, which, under existing laws, pay 75 per cent. of the rates provided for in the tariff act of 1897. The rates of duty applied to all of such merchandise by the collector in the cases now before us were 20 per cent. less than the regular duty provided therefor by the act of 1897

The stipulations of the treaty which touch upon the questions here under consideration are contained in Articles II and VIII. Article II reads as follows:

Art. II During the term of this convention, all articles of merchandise not included in the foregoing Article I and being the product of the soil or industry of the Republic of Cuba, imported into the United States shall be admitted at a reduction of 20 per centum of the rates of duty thereon as provided by the tariff act of the United States approved July 14, 1897, or as may be provided by any tariff law of the United States subsequently enacted.

The pertinent part of Article VIII reads as follows:

Art. VIII. The rates of duty herein granted by the United States to the Republic of Cuba are and shall continue during the term of this convention preferential in respect to all like imports from other countries, and, in return for said preferential rates of duty granted to the Republic of Cuba by the United States, it is agreed that the concession herein granted on the part of the said Republic of Cuba to the products of the United States shall likewise be, and shall continue, during the term of this covention, preferential in respect to all like imports from other countries. (The remainder of this article relates entirely to the importation of sugar.)

The contention of the importer is that the stipulation of Article VIII that the rates of duty granted by the United States to the Republic of Cuba are and shall continue during the terms of the convention preferential in respect to all like imports from other countries, must influence and control all other stipulations of the treaty, and that the Philippine Islands are another country within the meaning of this article.

It was pointed out that this conclusion was sustained by the proviso of Article VIII, which has no bearing upon the case now under consideration, as it refers entirely to sugar.

So far as it has application to the question involved in these cases, we are unable to see any difference between the phrase "a foreign country" as used in these decisions and the phrase "other countries" as used in Article VIII of the Cuban treaty. Other countries means countries other than the United States. To be a country other than the United States that country must be a country foreign to the United States that is, a country "exclusively without the sovereignty of the United States." The Philippine Archipelago is no more another country than Alaska, Hawaii, or Porto Rico. None of them are States of the American Union; but the government under which the people of each live is prescribed by the American Congress and all are within the sovereignty of the United States. Commodities from Alaska, Hawaii, and Porto Rico are all admitted into the United States free of duty, the same as commodities from Florida are admitted into New York or Pennsylvania. It would be as reasonable, therefore, to ask that the commodities of Cuba be admitted at 20 per cent less than the commodities of Porto Rico, which are admitted free of duty, as that they should be admitted at 20 cent less than the products of the Philippine Archipelago, which are admitted at 75 per cent. of the duties prescribed by the act of 1897.

This, we think, is conclusive and disposes of the importers' contention so far as the same is based upon the preferential Philippine tariff. But there is another aspect of the case which we think not only disposes of that contention, but also of the contention that the alcohol covered by the protests should be admitted at 20 per cent below the rate charged under reciprocity agreements on alcohol coming to the United States from France, Germany, Italy, or Portugal.

The provisions of Article VIII do not, in our judgment, in any way vary or affect the clear and express stipulations of Article II. These provisions could not act automatically, and, in the absence of legislation giving force and effect to them, the question as to whether or not the products of the soil or industry of Cuba should, under the language of that article, be admitted at a rate preferential in respect to like imports coming from countries with which we have reciprocal agreements reducing the regular rates is a political one of which this Board and the courts have no jurisdiction, and which can be settled only by the high contracting parties through the channels of diplomacy. The protests are overruled."

This it is believed will be a final disposition of the case, although it would be the Havana Tobacco Co's. privilege to carry the case to the courts, but no further controversies concerning the terms of the Cuban Convention are expected.

—Louis Pool has opened a cigar factory on N. Walnut street, Centralia, Ill.

DETROIT FACTORY EXPANDS.

Establishes a Branch Cigar Factory at Lansing, Mich

Lansing, Mich., Jan. 30.

Gustav A. Moebs & Co., of Detroit, Mich., manufacturers of the widely known Ben Hur 5 cent cigar, have practically completed arrangements for opening a branch factory here. Quarters have been secured and operations are expected to begin February 1.

Mr. Moebs was in the city a short time this week and signed leases with A. C. Bird for the second and third floors of the Bird block, opposite the Michigan Central and Pere Marquette depot. He arranged for the installation of certain skylights so as to provide the workers with the best light.

In return for the co-operation of the Business Men's Association the Moebs company agrees to employ not less than fifty people and it is hoped to start with seventy five, increasing the force as soon as the additional help can be secured. Some fifty girls have been secured in and about Lansing and more will be brought from Detroit.

The employment of five hundred persons is not beyond the hopes of the management and when it has been determined that the help can be secured in this city the company, which has ample means, will erect a factory especially suited to its purposes.

DEATH OF CHARLES L. MARBURG.

Baltimore, Md., Feb. 2.

Charles L. Marburg died at Walters Park, Pa., today of grip. He was a brother of Theodore, Albert and William A. Marburg, composing the firm of Marburg Bros., one of the original firms of the American Tobacco Co.

During the civil war he was a member of the Baltimore Light Artillery and was a prisoner in Libby.

A few weeks ago Mr Marburg gave $25,000 to build a monument to Francis Scott Key, a Eutaw place and Lanvale street, in this city.

NEW ORLEANS VETERAN DEAD.

New Orleans, La., Jan. 31.

P. D Mayer, one of the pioneers of the cigar and tobacco trade in this city, and one of the best known and most influential citizens, died at his residence, 1822 Magazine Place, this week, from an ailment from which he had been suffering for the past two years.

Mr. Mayer was born in Worms, Germany, in 1841, and received his early education in Germany, and then at the commercial college of Brussels. He left there when a lad of about 17, and joined his brother, G. L. L. Mayer, in this city, and together they opened up

THE 5c. CIGAR that you'll say is "All to the Front."

El Draco Cigar Mfg. Co. Philada.

EISENLOHR'S Cinco Philadelphia CIGARS

(LORD LANCASTER, 10c.)

Vesper CIGAR 5¢

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(NICKELBY, 5c.)

CHALLENGES COMPARISON
White Knigh
5-cent Cigar
Made by
Morris D. Neumann &
PHILADELPHIA, PA.

PHILADELPHIA

BOSTON

Sumner Greene E. T. C.
SUMNER GREENE & CO.
Manufacturers of
Greene's Seal
Cigar
2330 MARKET ST., PHILADELPHIA

MANETO CIGAR

GUMPERT BRO'S. Manufacturers

114 N. 7th St. Philadelphia

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa

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Sinking Spring, Pa.

Parmenter Wax-Lined Coupon Cigar Pock

Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.

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No business announcement made in this city for many years past has drawn forth quite as much comment as the reported coming of the United Cigar Stores Company to this city.

The Scranton Tobacco Company, aroused over the situation, is working overtime to make an effective fight against the monopolists who are steadily but surely cornering the cigar trade of the country, in the more important cities.

The Scranton Tobacco Company agrees to buy the stock of goods on hand in small cigar stores, barber shops, drug stores, etc., and to furnish new cases back fixtures and other attractive features, all free of charge, provided a contract is made for one year. These fixtures are not the property of the store keeper, however, they are loaned or leased and are at all times the property of the lessor.

Then the company puts in a stock of cigars and smokers' articles in general, and the store keeper handles them on commission accepting as his remuneration twenty per cent. of the gross sales. In this way he has no liability, except for the goods that have been disposed of, and the real owners will have to keep the stocks in good condition, or suffer the loss of trade.

Thus a new trust is to be formed to fight the bigger and older one. Some people say that they can see a lot of money in the little combine that is being framed up, and they figure it this way. The little trust will control sufficient trade to make it worth while for the big one to buy out its interests, and then there will be a grand monopoly, with practically all the cigar trade of the city in the hands of one concern. The story is too far fetched, however. It takes for granted something that has not happened, and may never happen.

But where have the cigarmakers' unions been in this fight that we hear so much of and see so little in results? Lying down as usual. It is true, a meeting was called—perhaps there were two, but nobody did anything but talk a little, and the attendance was so slim that nothing tangible could follow.

From inquiries made in other towns where the United Cigar Stores Company have settled down to do business, we find that the higher grade cigar stores are still doing business at the old stands, and that the places affected most are the small dealers who look for their patronage to the working and middle classes.

As a matter of fact, there are more non-union ciagrs sold right here in the city of Scranton, which is supposed to be a stronghold of organized labor. than there are union cigars, but if you care to ask any honest man who carries a union card, yet buys open shop cigars why he does so, he'll tell you just what they all say.

But the United Cigar Stores Company have not got a monopoly anywhere, and they won't get it here. Let the trust come. Its two finely fitted stores will undoubtedly do some business—perhaps a great deal of business at first. They will not wipe out the earnest, aggressive dealer, however, who cares to stand his ground and offer the best values he can get hold of. There's room enough for all on this sphere of ours, and the man who is willing to get his brains down to business, if he knows enough, can pull through and hold his own, if he only keeps up his courage and tries hard enough.

HAVANA TOBACCO COMPANY LOSES

Appeal to Board of General Appraisers for Cuban Duties Twenty Per Cent. Less than Philippine.

Washington, D. C., January 30.

The Treasury Department has issued a report on the decision of the Board of General Appraisers, in the matter of protests of the Havana Tobacco Co. et al. against the assessment of duty by the Collector of Customs at the Port of New York as follows:

"The protests raise a question as to the construction to be placed upon certain paragraphs of the treaty between the United States of America and the Republic of Cuba, as the same was approved by Congress on December 17, 1903. The protestants' contention is that, by the provisions of this treaty, certain cigars and other commodities imported from Cuba should be admitted into the ports of this country upon the payment of customs duties 20 per cent. less than the rates paid upon like commodities coming from the Philippine Islands, which, under existing laws, pay 75 per cent. of the rates provided for in the tariff act of 1897. The rates of duty applied to all of such merchandise by the collector in the cases now before us were 20 per cent. less than the regular duty provided therefor by the act of 1897

The stipulations of the treaty which touch upon the questions here under consideration are contained in Articles II and VIII. Article II reads as follows:

Art. II During the term of this convention, all articles of merchandise not included in the foregoing Article I and being the product of the soil or industry of the Republic of Cuba, imported into the United States shall be admitted at a reduction of 20 per centum of the rates of duty thereon as provided by the tariff act of the United States approved July 14, 1897, or as may be provided by any tariff law of the United States subsequently enacted.

The pertinent part of Article VIII reads as follows:

Art. VIII. The rates of duty herein granted by the United States to the Republic of Cuba are and shall continue during the term of this convention preferential in respect to all like imports from other countries, and, in return for said preferential rates of duty granted to the Republic of Cuba by the United States, it is agreed that the concession herein granted on the part of the said Republic of Cuba to the products of the United States shall likewise be, and shall continue, during the term of this covention, preferential in respect to all like imports from other countries. (The remainder of this article relates entirely to the importation of sugar.)

The contention of the importer is that the stipulation of Article VIII that the rates of duty granted by the United States to the Republic of Cuba are and shall continue during the terms of the convention preferential in respect to all like imports from other countries, must influence and control all other stipulations of the treaty, and that the Philippine Islands are another country within the meaning of this article.

It was pointed out that this conclusion was sustained by the proviso of Article VIII, which has no bearing upon the case now under consideration, as it refers entirely to sugar.

So far as it has application to the question involved in these cases, we are unable to see any difference between the phrase "a foreign country" as used in these decisions and the phrase "other countries" as used in Article VIII of the Cuban treaty. Other countries means countries other than the United States. To be a country other than the United States that country must be a country foreign to the United States that is, a country "exclusively without the sovereignty of the United States." The Philippine Archipelago is no more another country than Alaska, Hawaii, or Porto Rico. None of them are States of the American Union; but the government under which the people of each live is prescribed by the American Congress and all are within the sovereignty of the United States. Commodities from Alaska, Hawaii, and Porto Rico are all admitted into the United States free of duty, the same as commodities from Florida are admitted into New York or Pennsylvania. It would be as reasonable, therefore, to ask that the commodities of Cuba be admitted at 20 per cent less than the commodities of Porto Rico, which are admitted free of duty, as that they should be admitted at 20 cent less than the products of the Philippine Archipelago, which are admitted at 75 per cent. of the duties prescribed by the act of 1897.

This, we think, is conclusive and disposes of the importers' contention so far as the same is based upon the preferential Philippine tariff. But there is another aspect of the case which we think not only disposes of that contention, but also of the contention that the alcohol covered by the protests should be admitted at 20 per cent below the rate charged under reciprocity agreements on alcohol coming to the United States from France, Germany, Italy, or Portugal.

The provisions of Article VIII do not, in our judgment, in any way vary or affect the clear and express stipulations of Article II. These provisions could not act automatically, and, in the absence of legislation giving force and effect to them, the question as to whether or not the products of the soil or industry of Cuba should, under the language of that article, be admitted at a rate preferential in respect to like imports coming from countries with which we have reciprocal agreements reducing the regular rates is a political one of which this Board and the courts have no jurisdiction, and which can be settled only by the high contracting parties through the channels of diplomacy. The protests are overruled."

This it is believed will be a final disposition of the case, although it would be the Havana Tobacco Co's. privilege to carry the case to the courts, but no further controversies concerning the terms of the Cuban Convention are expected.

—Louis Pool has opened a cigar factory on N. Walnut street, Centralia, Ill.

DETROIT FACTORY EXPANDS.

Establishes a Branch Cigar Factory at Lansing, Mich

Lansing, Mich., Jan. 30.

Gustav A. Moebs & Co., of Detroit, Mich., manufacturers of the widely known Ben Hur 5 cent cigar, have practically completed arrangements for opening a branch factory here. Quarters have been secured and operations are expected to begin February 1.

Mr. Moebs was in the city a short time this week and signed leases with A. C. Bird for the second and third floors of the Bird block, opposite the Michigan Central and Pere Marquette depot. He arranged for the installation of certain skylights so as to provide the workers with the best light.

In return for the co-operation of the Business Men's Association the Moebs company agrees to employ not less than fifty people and it is hoped to start with seventy five, increasing the force as soon as the additional help can be secured. Some fifty girls have been secured in and about Lansing and more will be brought from Detroit.

The employment of five hundred persons is not beyond the hopes of the management and when it has been determined that the help can be secured in this city the company, which has ample means, will erect a factory especially suited to its purposes.

DEATH OF CHARLES L. MARBURG.

Baltimore, Md., Feb. 2.

Charles L. Marburg died at Walters Park, Pa., today of grip. He was a brother of Theodore, Albert and Wiliam A. Marburg, composing the firm of Marburg Bros., one of the original firms of the American Tobacco Co.

During the civil war he was a member of the Baltimore Light Artillery and was a prisoner in Libby.

A few weeks ago Mr Marburg gave $25,000 to build a monument to Francis Scott Key, a Eutaw place and Lanvale street, in this city.

NEW ORLEANS VETERAN DEAD.

New Orleans, La., Jan. 31.

P. D Mayer, one of the pioneers of the cigar and tobacco trade in this city, and one of the best known and most influential citizens, died at his residence, 1822 Magazine Place, this week, from an ailment from which he had been suffering for the past two years.

Mr. Mayer was born in Worms, Germany, in 1841, and received his early education in Germany, and then at the commercial college of Brussels. He left there when a lad of about 17, and joined his brother, G. L. L. Mayer, in this city, and together they opened up

INTENTIONAL SECOND EXPOSURE

J. Vetterlein & Co.
Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**
115 Arch Street, Philadelphia

FOUNDED 1855
John T. Dohan — SELECTED D&T VUELTA ABAJO — Wm. H. Dohan
FLOR de D&T
DOHAN & TAITT
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

K. STRAUS — A. LOEB
K. STRAUS & CO.
IMPORTERS OF
PACKERS OF LEAF TOBACCO — HAVANA
301 & 303 North 3rd St.
PHILADELPHIA.

Established 1825
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
AND PACKERS OF
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

Benj. Labe — Jacob Labe — Sidney Labe
BENJ. LABE & SONS
IMPORTERS OF
Sumatra and Havana
Packers and Dealers in Leaf Tobacco
228 North Third St., Philadelphia

Julius Hirschberg & Bro.
Importers of Havana and Sumatra and Packers of Seed Leaf
Tobacco
125 North Third St., Philada.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
and
Packers of Leaf Tobacco
306 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF
HAVANA and SUMATRA **TOBACCO**
111 Arch Street, Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N. Y.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

H. Golinsky & Son
Importers & Packers of
HAVANA AND SUMATRA SEED LEAF TOBACCO
147 N. Third St, Philadelphia, Pa.

L. KRUPPENBACH
IMPORTER OF HAVANA AND SUMATRA
DEALER IN LEAF TOBACCO
REGISTERED 1642-44 N. ELEVENTH. ST. PHILADELPHIA

The Empire Leaf Tobacco Co.,
Importers and Dealers in
ALL KINDS OF
SEED LEAF, HAVANA and SUMATRA **Tobacco**
118 N. 3d St., Phila.

J. S. BATROFF
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

...IMPORTANT NOTICE...

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. The Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the Presidency of the Rebublic: dark blue.

one of the first cigar manufactories in the city, in Tchoupitoulas street.

The business proved very successful and Mr. Mayer continued in it up to two years ago, when failing health forced him to retire, and every since he has lived at home with his wife and daughters.

He is survived by his wife, four daughters, Misses Pauline, Anna, Helen and Mathilda Mayer, and three sons, Julius H., George C. and Charles William, all of this city.

SOLD YOUNG GIRL CIGARETTES.

Chester Dealer Prosecuted by the Board of Education.

Chester, Pa., Jan. 31.

The Board of Education instituted its first prosecution yesterday against the sale of tobacco and cigarettes to minors by having L. Rosenblatt, a local dealer, arraigned before Alderman Smith, charging him with selling a package of cigarettes to Greta Mathews, a 13-year-old girl, who according to the testimony of her mother, Mrs. George Mathews, has been smoking cigarettes for some time. Rosenblatt was fined $5 and costs, the warrant being sworn out under the Act of 1901. Solicitor George M. Booth, who conducted the prosecution, stated that hereafter he would have warrants sworn out under the Act of 1905, the penalty of which is from $100 to $300 and thirty days in jail.

DENATURANT FOR TOBACCO.

Internal Revenue Office Issues Formula for Use of Tobacco Manufacturers.

Washington, D. C., Jan. 31.

Commissioner Yerkes, of the Internal Revenue Bureau, has written an important letter to M. K. Lowry, Collector of Internal Revenue at Richmond, Va., relative to a denaturant for use in the manufacture of smoking and chewing tobacco. The letter is as follows:

"You will please inform Messrs. ——, manufacturers of tobacco in your district, that, in accordance with section 80 of regulations No. 30, the following formula has been authorized as a special denaturant for use in the manufacture of smoking and chewing tobacco;

"To 100 gallons of alcohol there shall be added one gallon of the following solution: Twelve gallons of an aqueous solution containing 40 per cent nicotine; 0.4 pound acid yellow dye (fast yellow) 0.4 pound tetrazo brilliant blue, 12 B. Conct.; water to make 100 gallons.

"The tobacco denaturant must conform to the following analytical requirements:

"Determination of nicotine.—It must contain not less than 4.5 per cent. of nicotine when tested by the following process:

"Ten cc. of the solution are measured into a 500 cc. Kjeldahl flask, provided with a suitable bulb tube, 10 cc. of N-10 alkali added, the liquid made up to 50 cc., and distilled in a current of steam until the distillate is no longer alkaline (about 500 cc.). The distillate is then titrated with N-10 H_2SO_4, using rosolic acid as an indicator. Not less than 27.8 cc. should be required for the neutralization.

"Test of coloring matter.—Take one cc. of the denaturant and make up to 100 cc. with water, acidulating with a few drops of H_2SO_4. Immerse in this solution a piece of white cotton cloth and boil the solution Continue the process, adding more cloth and more water if necessary, until all the blue color in the solution is fixed on the cloth. Then add a piece of white woolen cloth, and boil the bath as before, until all the yellow color is fixed upon the cloth. Both the cotton and woolen cloths should show decided colors—the cotton blue and the woolen yellow.

"Intensity of color. —The denaturant solution, when observed in an eight-inch cell of Lovibond's tintometer, must show a color of an intensity not less than No. 24 yellow, combined with No. 3 blue."

DEARSTYNES ELECT OFFICERS.

Albany, N. Y., Jan. 31.

The stockholers of the Dearstyne Bros. Tobacco Company, at its annual meeting, elected the following directors: Charles Dearstyne, Edmund C. Dearstyne, and William E. Fitzsimmons. The directors elected: President, Charles Dearstyne; Vice-President-Treasurer, Edmund C. Dearstyne; Secretary, Alfred J. McAvoy, Jr., and Counsel, William E. Fitzsimmons.

—Oscar Swanson is fitting up a new retail cigar and tobacco store in Sycamore, Ill. It is to be thoroughly modern in every partticular.

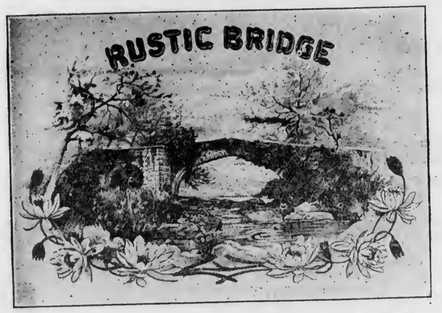
Rutherford Clear Havana Cigars are sold by successful dealers. There is a Reason.

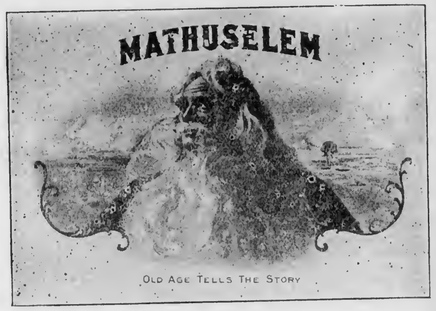
A Good Pair to Go On . . .

Two of Our Popular Five Cent Brands.
Our Goods are Made of Best Selections,
Made Carefully, and Made to Duplicate.
Wolf, Neff & Co.
RED LION, PA.

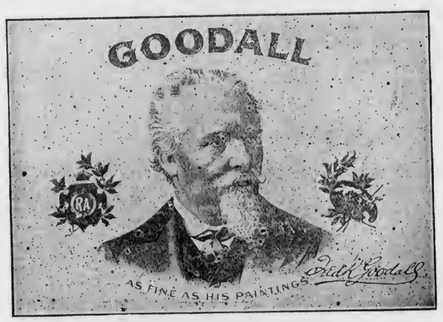
T. E. BROOKS & CO.
RED LION, PA.
MANUFACTURERS OF ALL GRADES OF
Pennsylvania Cigars
FOR THE WHOLESALE JOBBING TRADE
DISTRIBUTORS WANTED ON OUR SPECIAL BRANDS:
GOV. WRIGHT REGAL DUKE DON SEGNO GEN'L YORK
HAVANA SWEETS and MANUEL F. DOMINGUEZ
SAMPLES UPON REQUEST

W. A. LAHR





Wholesale Cigar Manufacturer



Red Lion, Penna.

Get our prices, and make a fair comparison with those of other factories.

Correspondence invited with the Wholesale and Jobbing Trade.
Samples Free to Responsible Houses.

E. A. CÁLVES & CO. HAVANA IMPORTERS OF 123 N. THIRD ST. PHILADELPHIA

Gieske & Niemann, Packers & Dealers in Leaf Tobacco

No. 204 South Charles Street
Baltimore, Md.

SAMPLES of GOVERNMENT TOBACCO

Distributed to the Trade to Ascertain Market Value.

Washington, D. C. Feb. 4.

The latest report of the Secretary of Agriculture contains the following interesting matter on the experiments which the Government's experts are making.

During the fiscal year just closed the Bureau of Soils has continued its investigations for the improvement of tobacco in Texas, Alabama, Ohio, and Virginia.

The tobacco grown in Texas during the preceding year was distributed to the trade for the purpose of ascertaining its commercial value. In all 300 samples were sent out, and from the numerous replies received it can be positively stated that the tobacco produced in Texas meets the requirements of the trade as a high class domestic filler. About 200 acres are now being grown on the Orangeburg soils in Nacogdoches, Anderson, Houston and Montgomery counties in east Texas, while in central Texas, in Lavaca and Lee counties, experiments were conducted on similar soils. The industry is now assuming a commercial status, as a ready market has been created for the leaf. Great interest has been shown by the trade, by railroads, and by local interests in east Texas as a tobacco-producing region, and with the promising beginning made in the counties mentioned, there is every reason to believe that this section of the State will soon be recognized as an important factor in our tobacco industry.

Constitution Seed and Havana stands for Quality and Workmanship. Remember that.

KY. TOBACCO MEN FORM POOL.

Bowling Green and Richardsville Each to Have a Big Warehouse.

Bowling Green, Ky., Jan. 31.

The Society of Equity in this county is to inaugurate a campaign of organization throughout the entire county. They are already arranging to handle this year's crop of tobacco and the President of the organization in this county will go to Louisville, Monday, to make the arrangements for financial pooling of their tobacco. All the tobacco raised by members of the society will be stored in two large houses, one to be built in this city and the other at Richardsville. As a great many of the tobacco growers will want and need ready money, arrangements will be made to have their tobacco graded by an official grader, when it is stored, and they will be advanced money on it when it is delivered and will be paid the remainder when the tobacco has been sold. The amount per hundred advanced them will be more than they have been getting for a number of years. The big tobacco barn to be built here will be three stories high, and will be a frame structure. The one at Richardsville will be the same kind. The site for the barn here has not yet been located, but a committee has been appointed to select it. The society is very enthusiastic in its work and feels sure that all growers who join will be able to get much better prices for their tobacco than they have gotten in years. The operations of the society in this county will be financed by the Louisville Tobacco Warehouse Company.

TOBACCO SUIT DISMISSED.

Newark, N. J. Jan. 30.

Vice Chancellor Pitney today heard argument on the form of the deeree to be entered in a suit brought by Richard T. Dana, of New York against the American Tobacco Company to have set aside the combine by which that corporation was formed out of the original American Tobacco Company, the Continental Tobacco Company, and the Consolidated Tobacco Company. After prolonged discussion the Chancellor decided to dismiss the bill without costs and without prejudice to an action at law.

CHILEAN TOBACCO IMPORTS.

More than Half of the Total Imports Goes from Cuba.

From Valparaiso Consul A. A. Winslow reports that during 1905 tobacco to the value of $77,663 was brought into Chile from Cuba, out of a total of $130,592, of which the United States only furnished $373 worth. More than one-half of this was of the better grades for cigars. During 1904 there was imported only $50,038 worth from Cuba.

The duty on tobacco varies from 43 cents United States gold per pound for the cheaper grades to $125 per pound for fine grades of cigar tobacco. A small quantity of low-grade tobacco is raised in Chile, which is principally made into cigarettes. It sells for from 9 to 12 cents United States gold per pound at wholesale.

—The Standard Tobacco Co., of Carlisle, Ky., will establish a plant at Lexington.

J. H. LIEFTINCK & ZOON
Sworn Tobacco Brokers
Office and Sample Rooms:
Brakke Grond and Frascati,
AMSTERDAM, HOLLAND.

STOKHUYZEN & BROM
Sworn Tobacco Brokers
Office and Sample Rooms:
Nos. 84—86 (Opposite Frascati),
AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMAN
Sworn Tobacco Brokers
Brokers to the Deli Maatschappy
AMSTERDAM, HOLLAND
Office and Sample Rooms:
87 Rokin & 100 Nes, opposite Frascati

COLOR and CANCELLING STAMPS
LEAD SEALS & STENCILS
Quaker City Stencil & Stamp W'ks
Incorporated
234 Arch St., PHILADELPHIA, PA.

Established 1895 Telephone Connection
T. L. ADAIR
Manufacturer of
Fine Cigars
Red Lion, Pa.
Special Lines for the Jobbing Trade

SIGNS!

Designers, Printers, and Lithographers of
CLOTH, ROPE FIBER and CARDBOARD SIGNS, AND PAPER POSTERS.
In Weatherproof Colors
We have Something New In FOLDED EDGE SIGNS.
UNION LABEL on Work When Desired
We Furnish QUALITY AND SERVICE
Write for Prices and Samples
THE MASSILLON SIGN & POSTER CO.
MASSILLON, OHIO.

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

John U. Fehr Established 1883 Geo. N. Fehr

J. U. Fehr & Son

Importers and Packers of

Leaf Tobacco

700 Franklin St., 101 to 107 S. 7th St.,

READING, PA.

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia

Long Distance Telephone, Market 3025.

S. Weinberg

121 North Third Street

PHILADELPHIA

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEA

Tobacco

Cable Address, "Heiland, Lancaster" Telephone Service

JOHN F. HEILAND & CO.

COMMISSION MERCHANTS AND DEALERS

Leaf Tobacco

Eastern Agents MaGee Tobacco Case

Representing

George H. Rumrill, Janesville, Wis.;
The Miami Valley Leaf Tobacco Co., Dayton, O.;
The Krohn Tobacco Co., Windsor, Ct.;
Bowzard & Koking, Cincinnati, O.;
F. W. Dohrmann & Son, Cincinnati, O.;
Betzkey & Heiland, Lititz, Pa.

48 E. Chestnut Street

P. O. Box 178

LANCASTER, PA.

H. VELENCHIK S. VELENCHIK

VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

HENRY RINDSKOPF

Packer and Importer of

Sumatra, Havana and Domestic **LEAF TOBACCO**

N. E. Cor. Fifth and Washington Sts.

Reading, Pa.

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630-636 N. Prince St.

Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of **Sumatra and Havana**

Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

No. 240 Arch Street, Philadelphia, Pa.

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.

Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

SMALL SALES IN THE HAVANA LEAF MARKET.

The Long-Desired Rain Has Fallen in the Vuelta Abajo, and Prospects Are Better for the 1907 Crop. Exports for the Past Year.

(Special Correspondence of The Tobacco World.)

Havana, Cuba, January 28, 1907.

While the market has not been as active as the week before, at least as far as the number of bales traded in is concerned, still there have been quite a number of small transactions which do figure up. The stocks are decreasing steadily, and the general opinion is that everything will be sold long before the packing season of the new crop will commence. At last the long hoped for rain has fallen in the Vuelta Abajo, on Friday last, the 25th inst., as the showers which had fallen in Havana some days previous had not extended into the interior, and only touched the ports on the coast. The situation for the local and the Northern clear Havana cigar manufacturers has improved, and while even under the most favorable circumstances the 1907 crop cannot be considered as a large one, it is possible that there may be enough to go around to supply the needs of our manufacturers as well as those in the United States. In the Santa Clara province no showers of any magnitude have fallen, but it is still time enough until the beginning of next month, and prospects there cannot be considered as hopeless for the present.

El Tobacco, in its edition of January 25, gives some very interesting statistics as regards the exports of leaf tobacco and also of cigars, cigarettes and cut tobacco. The total exports of leaf for 1906 amounted to 277,426 bales, against 317,087 bales in 1905, which shows a decrease of 39,661 bales. Notwithstanding this the United States has taken 11,885 bales more than during the previous year, so the shrinkage has been principally in the exports to Germany and Spain. The cigar exports in 1906 were 256,738,029 cigars, showing an increase of 29,709,508 cigars over 1906, and of this increase the United States participated with 14,802,150 cigars. At the same rate that the United States is increasing its imports, it will soon be the first consuming country as it is now only 13,000,000 cigars behind in the exports from here to Great Britain.

Sales

this week amounted to 2,683 bales, divided into 422 bales of Vuelta Abajo, 352 of Partido and 1,909 bales of Remedios. For the United States 1,104 bales were engaged, 279 were taken by the home manufacturers, and 1,300 were said to be destined for Austria.

The transaction I referred to in my last report of 2,000 bales, it is now stated, was purchased by the buyers of the Austrian Regie.

Buyers Come and Go.

Arrivals:—Louis Goldschmidt, of Louis Goldschmidt & Co., Benito Rovira, of B. Rovira & Co., Richard Haas, of J. Cohn & Co., and M. Herzog, of Dennerlein & Co., New York; Sidney Rothschild, of Rothschild & Bro., New York and Havana; F. W. Lincoln, of P. Pohalski & Co., Key West; Joseph Wedeles, of Wedeles Bros., and Henry Cohn, of Cohn Bros., Chicago; A. L. Cuesta, of Cuesta, Rey & Co., and Jose Escalante, of J. Escalante & Co., Tampa; Julius Fecht, Ottumwa, Ia.; Francis Taylor, Jr., New York cigar importer, and Theo. Will, of Will Gebruder, Hamburg.

Departures:—Julius Fecht, for Ottumwa; I. and A. Kaffenburgh, for Boston; Louis Goldschmidt, Richard Haas and Captain Mike Flaherty, for New York.

Havana Cigar Manufacturers

are fairly busy, because although there may be a slight falling off in the demand from the United States at present, other countries, like Great Britain, Germany, South America, etc., are making up for the difference.

H. Upmann & Co. again shipped 800,000 cigars during the past week.

Sol is working as usual, having no lack of orders from all parts of the world.

Partagas is also doing a good business, particularly for Great Britain and Germany, although the United States is also playing an important role with Cifuentes, Fernandez & Co.

Ramon Allones and Cruz Roja is busy.

HUNTER—A Nickel Cigar

Has won many races for dealers. Try it.

Buying, Selling and Other Notes of Interest.

Grau, Planas & Co. sold 800 bales of Remedios during the past week.

Fred Opp, of Weinheimer & Opp, St. Louis, who left last week for his home, was the party who registered 2,000 bales of Remedios and which were already mentioned in my last report.

A. Pazos & Co. never seem to get left in the matter of sales, as Don Avelino disposed of 315 bales of Partido and Vuelta Abajo to their various customers.

J. B. Duke and his general staff of the Henry Clay y Bock y Cia, Ltd., arrived here last week and went over to the Vuelta Abajo to inspect their plantations.

Gonzalez y Miguel turned over 228 bales of Remedios to Northern buyers.

Loeb-Nunez Havana Co. are shipping regular quantities every week from their stocks to their American customers and it seems that for this reason Don Leopold Loeb has been prevented from making his usual appearance here at this season of the year.

Sobrs. de A. Gonzalez sold 207 bales of Remedios and Vuelta Abajo and are almost cleaned out.

Don Manuel Lopez, of the Eden factory, was also a departure by the steamship Morro Castle. He told me that the Eden factory was marching along, and having over 4,000 bales of leaf on hand, Calixto, Lopez & Co. can look into the future with nonchalence, as far as the new crop is concerened

A. M. Calzada & Co. closed out about 100 bales of Remedios from their choice holdings.

ESTABLISHED 1844

H. UPMANN & CO.

HAVANA, CUBA.

Bankers *and* Commission Merchants

SHIPPERS OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF

The Celebrated H. UPMANN Cigar Brand

FACTORY: PASEO DE TACON 159-169

OFFICE: AMARGURA 1 HAVANA, CUBA.

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Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

Lewis Sylvester & Son

HAVANA, CUBA Monte 56 | NEW YORK 165 Front Street

Packers and Importers of

Vuelta Abajo, Partidos, Remedios

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS

Especialidad en Tabacos Finos de

Vuelta Abajo, Partidos y Vuelta Arriba

Monte 114,

(P. O. Box) Apartado 270. Cable: ZALEZGON. **Habana.**

Bruno Diaz — R. Rodrigues

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125,

Cable:—ZAIDCO **HABANA, CUBA.**

S. Jorge — Y. P. Castaneda

JORGE & P. CASTANEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

PARTAGAS

Independent Cigar Factory

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Ca

Proprietors

174 Industria Street

Cable: CIFER *Habana, Cuba*

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Ram

PRADO 123

Cable: ONILEVA *Habana*

SUAREZ HERMANOS,

(S. en C.)

Growers, Packers and Dealers in Leaf Tobacco

FIGURAS 39-41, Cable: "Cuetara" **HAVANA, CUBA**

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: Vuelta Abajo and Partido

Warehouse and Office, 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO." Correspondence solicited in English

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HENRY VONEIFF — F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

Packers and Exporters of **LEAF TOBACCO**

73 Amistad Street, HAVANA, CUBA.

Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

EVARISTO GARCIA — JOSE M. GARCIA

J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Aba

CON VEGAS PROPIAS

San Nicolas 126 y 128, Cable: "JOMAGARCIA" **HABANA, CUB**

Louis Goldschmidt was a buyer to the extent of about 400 bales in our market.

Receipts From the Country

for week ending January 26, 1907:

	Jan. 26 Bales	Since Jan. 1 Bales
Vuelta Abajo	1	360
Partido	1	130
Remedios & S. Clara	550	2,917
Santiago de Cuba	248	477
Total	800	3,884

BOSTON REPORTS COLD WEATHER.

Snow and Consequent Sloppy Streets Hinders Business Considerably.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., Feb. 4.

There is no change in the condition of business here in cigar circles since my last letter. The weather has been real cold and we have had plenty of snow. Retailers say trade is quiet and the filthy condition of our public streets has a good deal to do with it. Most of our cigar jobbers took stock on the first, and they one and all feel contented with the result.

The American Tobacco Co. has raised the price of the James G. Blaine and Cremo cigars. The price of the latter brand is now $31.50 per 1,000. This increase in prices will do away with the 3 for 10 cents business, as many of our retailers have been marking the Cremo down to those figures to use it as a leader.

Dill's Tobacco, which is a very good seller here, has been greatly in demand for the past few weeks; the factory must be very busy, as shipments from Richmond have been very slow, and many jobbers are finding it hard to get the tobacco to fill their orders.

The Nestor cigarette, which is made in Boston, is being advertised here quite extensively; a special offer is being made many jobbers to take hold of same.

The Menashi-Khoury Co. here are still "painting the town blue" with Menashi and El Ahram cigarettes; the ladies' size of the latter brand is especially a good seller at some of our swell cafes and drug stores.

Robberies have been quite frequent of late in the South End, but the burglaries have been mostly confined to drug stores; the retail cigar dealer has been mighty lucky in escaping.

The latest United store here, which opened for business with a big hurrah a week ago at the corner of Washington and School streets, has quieted down. This new store is only a stone's throw from the United store in the Journal Building, (which is the best paying store this concern operates here), and it would seem as if this store has been increasing its business since the opening of the School street store.

The jobbers have been doing extra business the past week, the cause of it being the new gratis deal of ten packages of Hassan cigarettes with every 1,000 Trophies or Sweet Caporals. This deal is of great value to the retailers and many of them tell me before the deal goes off they will order 25,000 of the Sweet Caporal to get the gratis Hassans, which, by the way, are selling just as good as the Sweet Caporals in this section.

Fore 'n Aft, the new sliced plug of the American Tobacco Co., is being pushed with vigor here, and from all reports the package is selling nicely. Mr. Gifford, who has charge of this tobacco for this territory, has a crew of capable salesmen under him who are bringing in plenty of orders.

Some attractive advertising is being done in connection with the Fatima cigarettes.

M. Barnett & Co., leaf tobacco dealers at 164 Milk street, informed me that trade has been very good with them since the first of the year. They are doing a specially nice Sumatra business both wholesale and retail, and any cigar manufacturer would do well to look them up. M. Barnett expects to leave shortly for Amsterdam, Holland, to attend the first inscription there next month.

S. Rose, cigar manufacturer, 164 Milk street, although in business only a few months, is doing a nice trade on Barnett's Havana Smoker.

E. E. Steeves, formerly the New England agent for the R. A. Patterson Tobacco Co's. various brands of smoking and chewing tobacco, and who a short time ago resigned his position to go into the cigar manufacturing line with Schubert Bros. here, has sold his stock in the latter concern and is now back in his old position with the Patterson Company. Mr. Dubreil, who has had charge of the Boston end of the business for the Patterson Company, will probably be given some other territory to look after.

Gans Bros., New York, are meeting with grand success here on their new pony size of the William the Fourth brand. The cigar is being well distributed by Rosenthal Bros., the New England selling agents.

The business of John W. Doty, of Lynn, has been incorporated under the name of J. W. Doty Tobacco Co. They will push the sale of various cigars put up under their own brands.

The Baltimore Dairy Lunch cigar stand, 249 Washington street, had a window display this week consisting of a miniature theatre, and incidentally advertising a few sizes of their own brands of cigars. The display created the desired effect, so Brother J. P. Mahoney, the genial manager, tells me.

There are certain retailers here who make a practice of giving every drummer who calls an order through their jobber. These orders usually find their way into the waste basket when the jobber receives them. Ben Ali.

RUTHERFORD CLEAR HAVANA CIGARS

Are Popular

Because They Please the Consumer.

—The Schmitt Bros. Tobacco Co., of Milwaukee, Wis., has increased its capital from $20,000 to $50,000 and added two new members to its board of diretcors, which is now composed of C. M. Schmitt, M. F. Schmitt, C. W. Walter, W. T. Armstrong, Sheboygan, and Charles Bergman, Calumet Harbor.

—Fire destroyed the cigar manufactory of P. E. Noll on East Ninth street, Shawnee, Okla., with all its contents, including a big stock of tobacco and cigars, tools, etc. The damage is $1,800, with $1,000 insurance.

—Schwartz & Co., who have fitted a large cigar factory at 109 West Third street, Wilmington, Del., will start the plant with a large number of operatives. It has been fitted with the latest machinery and facilities.

LUIS MUNIZ — MANUEL MUNIZ — HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

JOSE F. ROCHA,

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100,

Cable: "DONALLES." **HABANA, CUBA.**

CHARLES BLASCO

Commission Merchant

Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25,

Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street, HABANA.

Cable:—REFORM.

A. M. CALZADA & CO.

Packers and Dealers in Leaf Tobacco

and COMMISSION MERCHANTS

Monte 156, **HABANA, CUBA.**

P. O. Box, 595. Cable: "CALDA."

NDELSOHN — LOUIS A. BORNEMANN — MANUEL SUAREZ

Mendelsohn, Bornemann & Co.,

Importers of HAVANA TOBACCO

and **Commission Merchants**

New York Office: 196 WATER STREET

Havana, Cuba: MANUEL SUAREZ y CA., Amistad 96

Cable Address: DERBA. Telephone: 1629 John.

WM. BADER

Importer of Havana Tobacco

4 Burling Slip, NEW YORK

A Specialty of HAVANA WRAPPERS and FILLERS at retail. Mail orders promptly filled.

GONZALEZ Y MIGUEL

Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

AMISTAD 97, Cable: "CASIN" **HABANA.**

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Importers of HAVANA TOBACCO

Office: No. 161 Water Street New York

ROTHSCHILD & BRO.
141 Water St
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
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Importers & Packers of **Leaf Tobacco**

Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers

IMPORTERS AND PACKERS OF **LEAF TOBACCO**

Established 1888. Telephone, 4027 John.

No. 163 Water Street, NEW YORK.

M. F. SCHNEIDER

IMPORTER OF

Sumatra Tobacco

NOS. CORNER KUIPERSTEEG AMSTERDAM.

TELEPHONE, "377 JOHN."

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J. BERNHEIM & SON

HAVANA TOBACCO

NEW YORK.

HAVANA, CUBA.

Joseph Hirsch & Son

IMPORTERS OF

SUMATRA TOBACCO

O. Z. VOORBURGWAL 227 Amsterdam, Holland.

OFFICE: 183 Water St.

Cable Address: "HERE." NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

New York, February 5.

The New York leaf market conditions remain practically unchanged since the last report. A fairly voluminous business was done, but it was largely in sales of small quantities. Connecticut leaf transactions were the most pronounced of the week.

Sumatra transactions were fairly good in the aggregate, indicating that the consumption of the foreign grown wrapper leaf is not on the wane notwithstanding the notable progress made by the Florida-Georgia tobacco growers.

The reports of much needed rains in Cuba have done a great deal to allay the fears which have been entertained by many concerning the possible danger from drought to the new crop. No particularly noteworthy transactions have been reported, but market conditions are a trifle easier—prices, however, remaining firm.

George Berger, of John Berger & Son, Cincinnati, and L. G. Haeussermann, of L. G. Haeussermann & Sons, of Philadelphia, were among the past week's visiting leaf men.

Charles H. Traiser, of Henry Traiser & Co., Boston, (Pippin fame), and Ed. Brudno, of the Brudno Stogie Co., Cleveland, O., were visiting Go.hamites this week.

The Royal Turkish Tobacco Co., on February 1, removed from 104 Green street to 629-31-33 East Sixteenth street, which action they say had become necessary owing to the increase in their business.

The Cusanges & Gensor Tobacco Co. has been incorporated to manufacture cigars, tobacco, etc., with a capital of $25,000, by I. W. Schenker, M. Schenker, C. Dushkind and H. K. Arnoldi, all of New York city.

Samuel Goldbach, 221 West Forty-first street, formerly a cigar manufacturer, has been granted a discharge in bankruptcy.

Several new cigar box factories which were started recently are now expanding their business and making prompt shipments. Plate & Dietz, at 328-30 East Twenty-sixth street, have taken additional floor space in the building now used by them, in which they are installing new and additional machinery.

The Samuel Elkeles Co., which recently engaged in the cigar box manufacturing business with a good list of patrons from among those favorable to the independent movement of cigar box manufacturers, has begun to make regular shipments. Samuel Elkeles of this company, was formerly a member of the old and well known cigar manufacturing firm, proprietors of the Sphinx Cigar Factory.

On Saturday last Frank Tilford, of the cigar importing firm of Park & Tilford, sailed for Havana, Cuba, where he will spend some time among independent manufacturers.

The Independent Cigar Stores Coupon Co., now at 101 Warren street, report that they have met with a very excellent success with their enterprise and that their business has increased at such a rapid rate that larger quarters have become necessary. They contemplate moving further up-town.

The Winter Cigar Manufacturing Co., formerly at Denver, Col., has leased a building at 183 East 107th street, and will begin the manufacture of cigars here.

Julius Marqusee and Joseph F. Cullman, of Cullman Bros., have recently returned from an inspection of their Ohio packings, and both are apparently well pleased with the merits of the new goods.

The retail cigar business of this city was very seriously interfered with today, owing to the extremely bad weather. Dealers generally are complaining of the present conditions, and are doing a comparatively small business.

No complaint is heard from the cigar manufacturers of the city, almost all of whom report business conditions to be fairly satisfactory and, considering the time of the year, they are really quite good. Their greatest concern is the miserable supply of raw material and the attendant high prices of all varieties of leaf.

QUIET RULES LANCASTER MARKET.

Transactions Small, Buyers Looking for Lower Prices, Which Do Not Appear.

Lancaster, Pa., Feb. 4.

There has been but little change in the local leaf market during the past week. No particularly large transaction was recorded, and the business was made up of a number of smaller deals.

No activity has been revived in the buying of the remainder of the 1906 crops. What little was done was on a basis of lower prices than was paid for goods last fall. The balance of the crops would no doubt be soon bought up if farmers were willing to make the concession in price which buyers feel, under present conditions, they should have, but growers appear to be still holding out in the hope of getting pretty nearly the prices paid last fall. The leaf man argues that such hope is now out of the question, and that is what apparently has caused a comparative standstill.

Enormous quantities of tobacco are being delivered to warehouses, a considerable portion coming in by rail from stations throughout the county and adjacent territory. Considerable leaf is also being brought from points in York county, which is said to be the finest gotten from there in years.

Already farmers are discussing the possible 1907 acreage, with indications of an increase in some few sections, and an acreage at least equal to 1906 in all other sections.

The cigar factories throughout the county can be said to be fairly brisk; orders are coming in steadily and every factory is running about the full force of its usual capacity.

The last of the large walls of the Moss cigar factory was thrown down last week. It was the one on the eastern end of the building, to which the high chimney was attached. It was under the direction of Contractor Shaub, but W. S. Michael, B. D. Zook and John Harner did the rigging and other preliminary work. The wall fell in without doing any damage, and there is no longer any danger.

On Friday the Moss company secured the large warehouse at James and Prince streets, which they will fit up as a drying and stripping department, and many hands will be put to work.

The Internal Revenue receipts for January, in the Ninth District, show an excellent progress in the output of cigars during the month, as compared with December preceding, and with January, 1906. Following is a table of cigar stamp sales:

January, 1907,	$202,259.00
December, 1906,	195,943.57
January, 1906,	194,535.65

In round numbers, therefore, the output of cigars was as follows:

January, 1907,	67,419,800
December, 1906,	65,314,400
January, 1906,	64,978,550

And consequently we find that Janu

(Concluded on page 17)

Constitution Seed and Havana Cigars

Made in the good old way.

EL DRACO CIGAR MFG. CO., Philada.

A. COHN & CO.

IMPORTERS OF

Havana and Sumatra

PACKERS OF

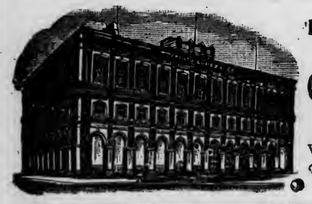
Seed Leaf Tobacco

and

Growers of Georgia Sumatra

142 Water Street, New York

EDEN CIGAR FACTORY



of BANCES & LOPEZ HAVANA, CUBA.

Calixto Lopez & Co.

180 Water St., New York

Will receive and attend to orders

Cigars made strictly of the very best VUELTA ABAJO TOBACCO

Established 1840. Cable "Nasgil."

Hinsdale Smith & Co.

Importers of Sumatra & Havana and Packers of Connecticut Leaf **Tobacco**

125 Maiden Lane, NEW YORK.

EDMUND H. SMITH
ENOS SMITH

JOSEPH HOLZMAN

SUMATRA, HAVANA and SEED LEAF **Tobacco**

185 Water St., New York

Cigar Moisture and Moisture Proof Boxes and Cabinets

BUBECK & GUERIN

Office, Factory and Sample Room

115 to 121 East Thirteenth St. New York

Write for Illustrated Catalogue.

T. J. DUNN & CO.

Makers of the

BACHELOR CIGAR

401-405 E. 91st Street, NEW YORK

JOHN W. MERRIAM & CO.

"At the Sign of the Bull Dog," New York

Real Habana Segar Makers and Importers

Habana Scraps and Cuttings for Sale

JOSH BILLINGS

5c. Cigar

"There hain't none better than the best."
—JOSH BILLINGS.

This Is the Best.

A cigar of merit with a push behind it.

The Best Little Cigars ever offered the American public.

Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship.
Finest package.

I. LEWIS & CO.

Makers,

Established 1870. Newark, N. J.

Z. JOHN NORRIS,

Manager of the Philadelphia Office,

111 Market St.

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IMPORTERS OF

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PHILADELPHIA, FEBRUARY 6, 1907.

BUYER VS FARMER.

The leaf tobacco branch of our industry will find in our Lancaster correspondence of this week matters of special interest to them, and special attention is called to the abstracts which our correspondent took of a report in the local daily press, but upon which we think he very discreetly abstained from making any comment, although not restrained by the editor, who knows that he is the best posted and most sincere correspondent in that important market, one whose position is, and always has been such that he has no occasion to either favor or fear anyone in the trade, and the only suggestions ever made him from headquarters were to the effect of urging reasonable care and diligence in the collection of his matter, and to refrain as far as possible from personalities. That he has done so is fully shown by his own work as published from week to week in our columns for some years.

This week's Lancaster correspondence, however, contains some matter so latent that we venture a few remarks.

It appears that, to put it mildly, considerable contention has arisen in the Lancaster market, owing to the fact that now that the receiving is on, buyers are found to be very exacting in receiving tobacco, and insist upon its being in the condition that it should be in when delivered to them, and free from the objectionable features which are so generally stipulated in the form of contract now so generally used by Lancaster buyers.

Of course, there are two sides to all matters of contention between contracting parties. The buyers claim to be justified in their action of rejection or docking, and growers allege that unfair advantage is attempted to be taken of them, and as it is human nature to be able to find in every occupation people of unscrupulous tendencies, we regret to have to admit that the leaf trade is not without them, and likewise with the farmers.

The 1906 crops were bought for the most part at high prices, and as we have endeavored to show heretofore, unwarrantedly high prices were paid, which high prices, as can be readily seen, are the "bone of contention."

Buyers are more than ordinarily exacting when receiving tobacco, and growers may have found in the high prices incentives to attempt certain concealments in order to realize the greatest amount possible for their crops.

The speculative nature of the market conditions last fall, when the major portion of the crops were bought, brought into the field a number of irresponsible buyers, who have found their present position vulnerable and are ready to adopt all manner of means to escape liability.

We venture the opinion that there is scarcely a responsible packer in Lancaster who is not living up to his contract to the letter, and is willing to stand a financial loss, if such should be the ultimate unfortunate outcome, rather than default on his word or contract.

At the prices paid packers are fully justified in demanding that crops shall be delivered to them in the condition stipulated in their contract. It is well remembered how furtively growers were awaiting the arrival of the buyer who would offer them an excessive price for their crops, and giving too little heed to the matter of the financial responsibility of the buyer.

We not only do not condone any unfair act of the buyer, but we do also somewhat blame an apparent selfishness on the part of the farmer, who by a few simple rules can save himself a heap of trouble and doubtless bring additional dollars into his coffer:

Don't sell your tobacco before it is properly ready.

Sell only to buyers of known responsibility.

Have your tobacco in honest and proper condition when delivering.

HIGH JINKS IN KENTUCKY.

Certain citizens of the State of Kentucky, not a few of whom were in some manner or other identified with the tobacco industry, have been lately in the lime light, owing to the fact that they have been taking liberties with the theory of civil government, and to which certain other citizens of the Blue Grass State strenuously objected.

Tobacco warehouses were maliciously burned in night raids in a drastic though erroneous effort to injure the so-called tobacco trust.

It appears that at the bottom of the lawlessness was not so much the idea that the trust was really oppressing the citizens of the State of Kentucky, as it was that a certain clique of farmers became disgruntled because they could not realize as much per pound for their crops as some others had, and as they had expected to get.

The night raids have subsided to a great extent, but Kentucky's trouble does not yet appear to be at an end. There has been some strife among local warehouse men, alleged independent associations are forming to combat with the supposedly covetous eye of the warehouses, and now comes news from Lexington and other central Kentucky towns to the effect that a new policy in regard to employing help for warehouse establishments and which may bring to an issue the employment of child labor, and afford an opportunity to test the child labor law of the State:

"It is proposed to employ white women and girls to perform all labor that does not require masculine strength alone. It is claimed that the women and girls will perform as much work for from $2 to $4 a week as the men, who have been receiving from $1 to $1.50 a day. It is believed that a test case will be brought in order to define the limitations of the right of both sides."

And so it appears that the loss which have been inflicted by the lawlessness of marauders is to fall more heavily upon the poor laboring man and his possibly illy kept children forced to attempt to sustain him on the meagre pittance of $2 per week per head!

THE TOBACCO TRADE IN PHILADELPHIA.

The annual inspection of his office has caused Collector of Internal Revenue William McCoach pride that his office is again given the highest rank in efficiency and condition that it is possible to attain. The Philadelphia office has so often, under Collector McCoach, received the highest praise of the Washintgon heads of the Department of Internal Revenue that it is almost placed beyond competition with the other offices. The Collector has been informed that so high is the grade of his office that it has been fixed at No. 1.

Revenue Agent Fletcher, from the department at Washington, has just completed the annual inspection of the local office. The Government regulations require that such offices be examined at stated intervals, to ascertain their condition. The volume of business, correctness in keeping accounts and extent of perfection is examined into.

As a result of this particular examination, Commissioner of Internal Revenue Yerkes has advised Collector McCoach not alone that all his accounts were found in balance and the records neatly kept and written up to date, but that the general standard of efficiency was so high that the grade of his office has been fixed at No. 1. Since he has been Collector of this district, on every occasion that Collector McCoach's office has been examined its grade has been fixed at No. 1.

The office collects about seven millions a year.

A fire in a water tank sounds like a joke, but that is what happened Tuesday on the roof of Boltz, Clymer & Co.'s cigar factory, Fifteenth street and Lehigh avenue. About 500 men and women were working in the four-story building. The women were greatly frightened, but the foreman allayed their fears and none of them quit the building. They were prepared, however, to do so, and for about twenty minutes none of them did any work. They crowded the windows and watched the fire engines which had been summoned and which quickly extinguished the flames.

A water pipe connection beneath the tank had frozen and a workman had placed a lighted lamp beneath it to thaw it out. The lamp's flame set fire to the wooden bottom of the tank.

C. S. Turner & Co., of 45 South Second street, who have also establishments in New York city, and in Scranton, Pa., have decided to open a cigar factory of their own in this city, and for that purpose have secured the upper floors of the premises they are now in. A. J. Yinger, lately engaged in the cigar manufacturing business at Camden, N. J., has been secured to take charge of the factory, and will henceforth give up manufacturing in Camden, although he will continue a selling agency there, which will be supplied with goods from the factory of C. S. Turner & Co.

C. S. Turner & Co. opened the Philadelphia branch of their business about six months ago, and rapidly built up a big trade on the product of W. W. Stewart & Sons, of Reading, Pa.

A Quakertown news letter in an Allentown, Pa., newspaper announces that a meeting of the citizens of Quakertown has been held in the interest of a proposed large cigar factory by Roig & Langsdorf, the plans of which call for a building, 40 by 120 feet, two stories and basement, which would provide sufficient room for 200 hands. The firm now employs 77 hands at the point. An organization was formed which will erect the building at an estimated cost of about $8,000, on the understanding that Roig & Langsdorf will lease it for a period of ten years at an annual rental of $640, being 8 per cent on the estimated cost of the property.

W. C. Miller, the Philadelphia representative of The Khedivial Co. of New York, manufacturers of Turkish cigarettes, has just returned to his headquarters in this city, after a protracted visit to Atlantic coast towns and portions of Pennsylvania. Mr. Miller is highly enthusiastic over the success of the Turkish Delights made by his firm, and their rapidly increasing sales, in both plain and cork tips, as well as their fine line of more expensive goods.

J. Wesley Thomas, Collector of the Port at Philadelphia, was last week elected President of the Republican Central Campaign Committee, but on the request of President Roosevelt through Secretary of the Treasury Shaw, he has withdrawn from the office.

The Chas. P. Mullen Co. has been incorporated in Camden, N. J., by W. J. Edson, C. P. Mullen and J. A. Mc Peak, with a capital of $25,000, to manufacture cigars, cigarettes, snuff and tobacco.

The office of Chas. P. Mullen & Co. is at 60 North Fourth street, Philadelphia, and we are informed no change in this respect is anticipated, but that the business is being shaped for more aggressive work, and an expansion of its operations.

A. D. Engel, who for many years was superintendent of the cigar factories of Gumpert Bros. in this city and Reading, has become associated with Frank Teller & Co., at 429 Locust street. Both parties are to be congratulated on the new order of things.

A movement has been started in this city by A. Pareira, of D. Pareira & Co., looking toward the formation of an association of local leaf jobbers for mutual protection and advancement in social intercourse and otherwise, and to remedy so far as possible certain alleged trade evils. Mr. Pareira states that he has already enlisted the co-operation of a goodly number of local jobbers and is hopeful of securing most of them ere long.

One of the complaints made by local tradesmen is that packers are coming into this market with their offerings and make sales of certain quantities to jobbers, and then also sell other lots to manufacturers at the same price that the jobber was charged who is expected to carry goods in stock, deliver in small lots and yet be handicapped in

Look Out

FOR YOUR OWN INTERESTS!

Never mind what the other fellow says. He may tell you certain tobacco is too cheap to be good.

Let Us Convince You

by sending you a sample that will prove the PRICE is the only thing that is Cheap, and that THIS SUMATRA is a rich, medium color, of fine quality and good yield,

At Only $2.55 a Pound.

Less For Bale Lots

L. G. HAEUSSERMANN & SONS

Importers, Packers, Wholesalers and Retailers of

CIGAR LEAF TOBACCO

240 Arch Street Philadelphia

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — STANLEY M. KROHN

DAYTON, OHIO

Packers of Cigar Leaf Tobacco

1903-4-5 Zimmer Spanish, 1905 Gebhardt, 1905 Dutch, 1905 Connecticut, etc.

Porto Rico Cigar Co.

Red Lion, Pa.

WHOLESALE CIGAR MANUFACTURERS

Major Paul
Lord Selkirk
Arrow Point
} 5c.

Tom Lewis—2 for 5c.

Wholesale and Jobbing Trade Only

El Ono

Union Made

5-Cent Cigars

are as Good as Cigars Can be Made

Chas. A. Oberly, Maker

LEBANON, PA.

Wisdom on the Label
Wisdom in the Cigar

A 5c. Smoke that is so Good It is Bound to Repeat

Ohmit & Kraft

East Prospect
Pa.

Cigars of Quality Sell and Repeat.

Try

THE DOCTOR

5c. Cigar

WALTER S. BARE, Lititz, Penna.

Maker of High Grade Cigars Exclusively.

"A Wonderful Nickel's Worth"

That's What the Consumer Says About

***The* FERNSIDE**

For He Gets That Rich Taste and Aroma Looked For in a More Expensive Cigar

Let us send you Samples of this Steady Seller

GEO. W. PARR, Littlestown, Pa.

packers selling in a similar manner, and on similar terms and conditions.

It is not the first time that such an association has been attempted here, but so far no very brilliant success has been made of the undertaking. Mr. Pareira, however, is very enthusiastic over the project, and thinks that conditions generally were never before so favorable to such an undertaking.

L. G. Haeussermann & Sons have for some days past experienced a very active demand for Florida Georgia wrappers, of which they consider themselves fortunate in having secured quite a good supply recently. A large number of shipments of this class of goods was made by the firm within the past week.

Friends of Seigfried Strauss, lately a salesman with L. G. Haeussermann & Sons, but now representing a New York house, are extending him their fullest sympathy at the loss of a young daughter who was an exceptionally bright and beautiful girl and his only child.

A Tobacco World representative was today shown around the new offices and sample room of Morris Rosenberg & Co. at 306 North Third street. The offices have been very beautifully decorated with metal ceilings and contain very comfortable fittings. The sample room is one of the best lighted in the city and very inviting in its appearance. Altogether the firm is now very comfortably domiciled.

PHILADELPHIA LEAF MARKET

The condition of the seed leaf marke has been quite normal this week, an neither large offerings nor sales hav been recorded. The apparent hammering of the seed leaf market at Lancaster by one of the Philadelphia dealers has apparently had no ill effect in this market, for as we have said, offerings were not large and prices remain firm.

There have been some inquiries fro out-of-town dealers and manufacturers for various grades of goods, which may result in the ultimate consummation of more or less important transactions.

Several Philadelphia houses ar earnestly engaged in packing 1906 to baccos, and they report deliveries their respective warehouses ver heavy.

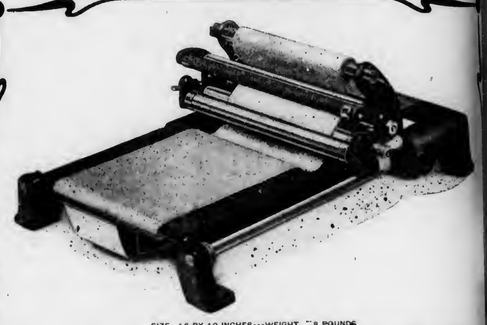
There was considerable movement o Florida tobacco, one house reporting quite a number of single bale sales.

Sumatra has been fairly active, bu like Florida the transactions were confined largely to small lot sales.

In Havana tobaccos there is practically no change, and although recent reports from Havana have been encouraging, prices are very firm.

FIRE DAMAGE IN HARRISBURG

A recent disastrous fire at Harrisburg Pa., completely destroyed the cigar establishment of Miles D. Fre who claims a loss of $4,000 with $1,0 insurance, and George M. Harry, wh sustained a loss of $5,000, and was als insured.



SIZE, 16 BY 10 INCHES---WEIGHT, 8 POUNDS

HOW TO REDUCE EXPENSES

is the foremost thought with all manufacturers just at this time

The solution can be found in our **Bunching Device,** and this can be proven to your entire satisfaction if you will call at our offices and see it "at work."

A most cordial invitation is extended. Every opportunity given for close inspection, and such tests as you may care to make; or full information furnished upon request. **Agents wanted throughout the United States**

The Perfect Bunching Machine Co.

No. 132 South Sixth Street

PHILADELPHIA

CIGAR RIBBONS.

Largest Assortment of **Plain and Fancy Ribbons.**

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

(Concluded from page 12.)

ary, 1907, shows an increase in output over December, 1906, of 2,105,400, and over January, 1906, of 2,441,250.

During the month of January there was also collected $2,672.19 on manufactured tobaccos, and $19.92 on snuff.

A local daily came out recently with a lengthy report on field operations, or more plainly speaking, the buying of the remaining crops, which follows:

"Tobacco buyers are busy. They are traveling the country trying to buy the crops they bought last fall for 15 to 16 cents at prices two or three cents less; and they are getting some of them.

"If the information received from the growers is to be credited, not over half of the farmers who were induced to sell last fall are getting the prices their contracts called for. Some, upon delivery, are docked; some have been notified before delivery that their tobacco would not be received at the contract price, and some have seen the contract brazenly torn up in their presence."

"A few days ago a Lancaster buyer called on an Amishman whose crop he had purchased last fall at 15 and 5. He looked at the tobacco, and said: 'I cannot receive this tobacco, it is not properly assorted. You will have to go over it all and re-sort it.' He probably expected to re-buy it at a lower price, but as the grower's religion did not permit him to go to law over it, he permitted the buyer to cancel the contract, and now has it for sale.

"The experience of this year is going to bring about some radical changes in tobacco trading in the future. Some buyers will have to hunt sections of the county where they are not known, if they want to make contracts another year. Many growers have been heard to express the determination of never selling their goods until it is stripped and ready to deliver, no difference how they are importuned nor how high the price offered. Some farmers say that hereafter there must be some 'down money'; in other words, that when a buyer purchases a crop, he should put up a forfeit of $25 or $50 an acre, as is done in almost all other business transactions.

"There are, of course, exceptions to the rule. Some buyers are taking the crops they bought without a word when delivered in sound condition. And some growers deserve to be docked; but in a large majority of the cases, it is a pure and simple matter of buyers laying down on their contracts because they believe they paid too much for the goods. Last year, when they bought tobacco early and the price went up several cents before it was delivered, they were glad to get it; but this year, when the market has gone against them they are welshing.

"Some crops are still selling in the northern section of the county and, as nearly as can be learned, prices range from 13 to 15 cents. For a 20-acre crop grown close to Lancaster, the owner has been offered 16 cents though within the last couple of weeks, so it would seem that the bottom has not fallen entirely out of the market, as buyers would have farmers believe."

Rutherford, Constitution, Hunter—a strong trio.
El Draco Cigar Mfg. Co., Philada.

Marcus Jaskulek — Morris Jaskulek — Robert Jaskulek

M. JASKULEK & SONS

Packers and Dealers in

Leaf Tobacco

814 and 816 East Third Street

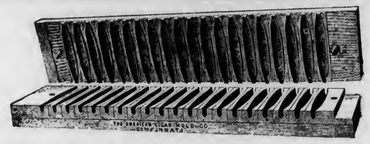
DAYTON, OHIO

Joe Endress, Jr. — A. C. Kercher

Pioneer Leaf Tobacco Co.

Germantown, Ohio

Packers of CIGAR LEAF TOBACCO



High Grade Cigar Molds

in any shape, at lowest prices.

CIGAR MANUFACTURERS' REVENUE BOOKS

25 cents each; postage prepaid, 30 cents.

The American Cigar Mold Co., Cincinnati, O.

W. H. SNYDER & CO.

Windsor, Pa.

Manufacturers of Popular Brands of

Fine and Medium Priced Cigars

Correspondence with Wholesale and Jobbing Trade only invited.

Particulars cheerfully given to responsible inquirers.

Our Leaders Include:

Honeysuckle, Rose Show,
Jumbo, Libby Dear,
Verelda, Charles Fay,
Carisima, Gov. Pattison,
Model American, and Others.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

J. F. REICHARD

Wholesale Dealer in

LEAF TOBACCO

of All Grades

Craley, Penna.

W. W. STEWART & SON

Reading, Pa.

Makers of the

JOHN HAY
LADY HELEN
10c.
JOHN HAY, Jr.
ELI PERKINS
5c.

High Grade Seed and Havana Cigars

Correspondence with Responsible Houses Solicited

L. J. SMITH & CO.

Wholesale Cigar Manufacturers

AND Dealers in Leaf Tobacco

RED LION, PA.

Manufacturers of

and PAN ANNA

5c. Cigars

TWO HAVANAS

Two for Five Cents

Private Brands made to order.

With Specially Designed Bands. Correspondence with Responsible Houses solicited.

SMITH BROS.

Brokers in Domestic and Imported LEAF TOBACCO

No. 17 Charter Street, Dayton, O.

Ohio Goods Our Specialty

YORK'S JANUARY TRADE WAS GOOD

Internal Revenue Receipts Exceed Those of December by $10.000.

York, Pa., Feb. 4.

The past month has been a booming one in the tobacco trade throughout the county, the receipts at the York internal revenue office from the sale of stamps amounting to $10,000 more than those of December, and to $2,000 more than those of January last year.

Twenty-six new cigar factories were established.

During the early part of the month the outside deputies of the revenue office made the rounds of the factories and inventories were taken according to the requirement of the law that this be done annually in January. The report of the deputies is not yet in shape for submission. The receipts at the revenue office from the sale of stamps in January amounted to $107,000. For December, 1906, they amounted to $97,000, and for January of last year to $105 000.

Following is the list of new factories established: Mary E. Debbs, 274 West College avenue; Joseph Hochberger, 257 West Market street; Lizzie Ness, York; Norman P. Bentz, 19 Seward street, North York; Custes H. Conrad, M. W. Diehl, and C. C. Schmuck, Felton; Erwin C. Strayer and C. A. Theophee, Red Lion; Howard Leber and Maude M. Filmore, East Prospect; Harvey C. Little and Annie B. Busbey, McSherrystown; Cassie M. Glatfelter, George W. Conway and Noah E Metz, Dallastown; Ida Geisler and William Geisler, Thomasville, Robert W. Hummer, Dover; Samuel A. Smith, Yoe; Emma J. Grim, Springvale, Sterner Bros., Bandana; W. A. Lahr, Craleyville; Shearer & Co., Windsor.

The sudden death of the editor of The Tobacco World is deeply regretted by the hundreds of friends of the paper in York county. The news came as a complete and shocking surprise.

J. Greenewald, of Philadelphia, was a visitor in York this week, showing the trade some fine samples of his lines of goods.

H. C. Little, formerly a bookkeeper with the Keystone Cheroot Co., at Hanover, has engaged in the cigar manufacturing business at McSherrystown.

H. F. Kohler, of Nashville, manufacturer of the 144, Happy Jim and a large line of other brands of nickel and ten cent cigars, recently placed his 144 brand with B. F. McNeat, Jr., of Steelton, who is doing both a wholesale and retail business on Mr. Kohler's line of goods.

CIGAR CABINET DISPLAY.

Bubeck & Guerin, of 115 East Thirteenth street, New York, who have made an enviable reputation with their unique line of cigar cabinets and moistening devices, have again taken space at the Madison Square Garden for the Tobacco Show to be held next September.

Their goods constituted one of the most attractive lines of specialties at last year's show, and that of the ye... before at the Grand Central Palace, and the attention which their displa... have been attracting has been a... thoroughly satisfactory that even mo... elaborate preparations are being ma... for this year's exhibit than before.

The line will include cigar cabinets, cigar moistening devices, bridge ... poker sets, wine cabinets, etc., in gre... profusion, and besides, the show it... be attended daily by some member ... the firm.

SPECIAL NOTICE.

(12½ cents per 8-point measured line.)

FOR SALE.—One Columbus (Wing... short filler bunching machi... twelve Miller's (M. D. & P.) long ... short filler hand bunching machine... one Excelsior (Kline) long ... filler buncher, one Duplex (Borgfeld) ... buncher, seven Keyes-Baker cig... rolling machines, three Keyes-Bak... wrapper cutters and a quantity of ... two DeGarmo improved Empire ... cutters Nos. 1 and 3½, sixty M. D. & ... shapers, one iron mould press, ... eight moulds No. 7, one 90 mould ... wood and iron, one 86 mould press, ... and iron, one large cylinder ... sifter, one Excelsior re-sweater, ... hold a full case, one large press ... cigar boxes, a large quantity of M. ... & P. cigar, cheroot and cigar... moulds, any shape or number you ... desire, and other articles and mate... for manufacturing cigars, such ... packers' presses, binder cutters, ... lined filler boxes, large zinc lined ... on wheels, etc. Will sell extreme... cheap. If interested in any of abo... address at once P. O. Drawer 1... Rochester, N. Y. 1-3t...

To Manufacturers of Cigars:

If you have any

Cuttings, Scraps or Siftings

to sell, write us.

We are at all times in the market ... Cash Buyers of all these products.

EDWIN L. KOPPELMAN CO.

7-6-1h **81 Pine St., New Yo...**

FOR SALE.—Nice lot of 75 hogshe... good heavy Kentucky broken le... and scraps suitable for making smok... tobacco. Also, nice old, well swee... well-sized cigar fillers and wrapp...

Buckner, Dunkerson & Co...

7-11tf Louisville, ...

WE PURCHASE Cigar Molds—... desirable shapes—such as ... 16,261, No. 8,832, No. 8,569. Write ... stating what you have and the quan... Winget Mfg. Co., York, Pa. 12-...

ESTABLISHED BROKER desi... good line of Medium Priced C... Good business for a good factory. ... dress J. S., Box 32, care of To... World, Philada. 12-1...

TO RENT.—Upper floors for s... purposes. Apply 121 N. 3d St. ...

J. B. MILLEYSACK

Manufacturer of

Fine Havana Hand-Made **CIGARS**

No. 821 Lake Street

LANCASTER, PA.

Correspondence with the Jobbing Trade solicited.

J. E. SHERTS & CO.

Lancaster, Pa.

Manufacturers of

High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

The Gilt Edge Cigar Box Factory

J. FRANK BOWMAN

51 Market St.

Lancaster, Pa.

CIGAR BOXES
SHIPPING CASES
LABELS, EDGINGS, RIBBONS

Cigar Manufacturers' SUPPLIES

of All Kinds

Daily Capacity, Five Thousand Boxes

W. H. RAAB & SONS

MANUFACTURERS OF

High Grade Cigars.

CAPACITY 75,000 PER DAY

DALLASTOWN, PA.

Move Your Tobacco on

Box Truck

USED BY

Leading Tobacco Dealers

BUILT AND SOLD BY

The Wm. F. Kramer Co.

DAYTON, OHIO

Geo. W. Conway

DALLASTOWN, PA.

Manufacturer of

Nickel & Medium Price CIGARS

For Wholesale and Jobbing Trade

E. RENNINGER,

Established 1889.

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

Lithographers and Printers 322-326 E. 23RD ST. SAMPLES & PRICES FURNISHED UPON APPLICATION

IN STOCK AND TO ORDER **Krueger & Braun** CIGAR LABELS NEW YORK and BANDS

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE

Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.

A Card Will Bring More Information and Prices.

Chaskel Chemical Works

265 West Broadway, New York

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

and THREE CUBANS
MANUFACTURED BY
Central Cigar Company
LEWIS SMITH, Proprietor
Forbes and Marion Streets, **Pittsburg, Pa.**
Wholesale and Jobbing Trade solicited.

UNION MADE SOLD ON ITS MERITS

TOM BAINES

Nickel Goods.

Strictly a First Class Article—Equal to Any Union or Non-Union Cigar on the Market—Probably Better, You to Judge—and Prices No Higher than Others.

Factory 1898, First District Penna.

H. G. Burky, Maker, Reading, Pa.

UNION MADE BLUE LABEL USED

H. G. BARNHART
Cigar Manufacturer
Springvale, Pa.
One of Our Leading Brands:
Cuban Duchess
Only High Grade Tobacco Used
Cigars always duplicate

All Jobbers Who Handle Travellers Tips

Say it Always Moves Well
"A Good Five Cent Cigar"
Abbott Cigar Co.
ABBOTTSTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

WHY IS IT

that we sell more HAVANARINE every year? It must be a good thing for the cigar manufacturer and a good thing for the smoker. Why is it that you have not adopted this kasing fluid in your factory?

Stop and think for a moment: "Is it a good thing for me to make my cigars taste better?

Write us about it.

Tobacco Improvement Co.
504 Ninth Street, N. W.,
Washington, D. C.

IN AND AROUND READING.

Factories Working Steadily, and No Sign of the Usual After-Holiday Dullness.

Reading, Pa., Feb. 4.

Every factory in this section is working steadily, and the usual holiday aftermath was not experienced to any appreciable extent this year. In fact, many of the factories are still well filled with orders booked before the holiday season, and yet more are coming in.

No special complaints are heard from among the leaf dealers, who say that while business at present is perhaps not quite so active as it might be, yet there are many indications of a healthy condition among cigar manufacturers.

John U. Fehr, of J. U. Fehr & Son, packers and dealers in leaf tobacco, is of the opinion that the farmers in Berks county, in common with those of Lancaster, Lebanon and Chester counties, will grow a larger acreage of tobacco this year, in consequence of the stimulating effect of the generally high prices obtained for the 1906 crops.

Hildebrand & Adler, Reading's newest leaf house, is now getting well under way, and considerable business is already being done. Mr. Adler has had to practically retire from his old business before it was entirely closed out, in order to give his personal attention to the new business, which in the absence of Mr. Hildebrand, who does most of the road work, is looked after by Mr. Adler personally.

The Fleck Cigar Co., has started the new year under better prospects than ever before, even though 1906 was the banner year of the firm.

W. W. Stewart & Sons are getting highly encouraging reports from their jobbers, and the factory is running full handed.

E. E. Kahler reports that he could not do more than he is doing, because his several principal distributors are keeping so filled up with orders that he is kept constantly busy to make prompt shipments.

George W. Lehr is this year devoting his time more closely than ever to the manufacturing department, having now in his employ several good salesmen who have been keeping him well supplied with orders for his product.

The Sheridan Cigar Company has transferred Michael Coughlin from the road to their local department, and he will attend to the building up of the firm's sales in this city. He represented the firm on the road for five years and traveled in many States. Charles W. Potteiger, Sixth and Washington streets, has been chosen as the firm's local distributor. The firm operates one of the largest factories in this city. For 1906 the firm had a big gain in its output. The leading brands are the Otis Skinner, New America and Samuel J. Tilden. Since assuming his new work, Mr. Coughlin has placed the firm's leaders on sale in 65 stores in this city.

—P. Kroll, a cigar box manufacturer of Traverse City, Mich., was last week instantly killed by the explosion of the steam boiler in his factory. The factory building was in no way damaged.

Constitution Seed & Havana Cigars are the Best that can be made. Do you sell them?

Telephone Call, 432—B.
Office and Warehouse,
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.
Growers and Packers of
FINE CIGAR LEAF TOBACCO
Fine B's and Tops Our Specialty.
Critical Buyers always find it a pleasure to look over our Samples.
Samples cheerfully submitted upon request. **P. O. Box 96.**

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United Phones *LANCASTER, PA.*

J. W. BRENNEMAN,
Packer and Dealer in
Leaf Tobacco
Packing House,
Millersville, Pa.

Office & Salesrooms,
110 & 112 W. Walnut St., LANCASTER, PA.
UNITED PHONES.

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

W. R. COOPER & CO.
Packers of
Penna. Broad Leaf
Dealers in All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS and DEALERS IN **Leaf Tobacco**
142 N. Market Street,
LANCASTER, PA.

The York Tobacco Co.
Packers and Jobbers in All Grades of
LEAF TOBACCO
Office and Warehouse, 15 East Clark Avenue
Manufacturers of Cigar Scrap Tobacco
York, Pa.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We Make SCRAP Filler, Ready for Use
York, Pa.

N. D. ALEXANDER, Packer of and Dealer in **LEAF TOBACCO**
Jobber in Sumatra, Florida Sumatra and Havana
Lemon and Arch Sts. **Lancaster, Pa.**

GEO. SCHLEGEL

138 & 140 CENTRE ST. NEW YORK.

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS AND TRIMMINGS.

Philadelphi Office, 573 Bourse Bldg. H. S SPRINGER, Mgr.

Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

H. F. KOHLER

Nashville, Pa.

Maker of HIGH GRADE, HAND MADE

Seed and Havana and Fine Nickel **Cigars**

For Wholesale and Jobbing Trade

Correspondence with Responsible Houses Invited

O. L. SCHWENCKE LITHOGRAPHIC CO

CLARENDON ROAD & E. 37TH ST. BROOKLYN, N. Y.

FINE CIGAR LABELS

BANDS & EDGINGS

PRIVATE BRANDS OF ORIGINAL DESIGN

BRANCHES

The Tobacco Sample Binder

The only machine manufactured for the purpose that is perfect in every detail.

The only machine of the kind Sold Outright.

$10 buys it, and it is your property.

We are also Dealers in

Samplers' Supplies:

Non-elastic Webs, Tapes, Copperized Staples, Sealing Wax, etc.

Address *The* **Sample Binder Co., West Milton, O.**

TOBACCO CROP BY TYPES—AVERAGE PRICE.

I Cigar Types.

New England.—Reports from this district indicate an average price of 18.1 cents per pound, an increase of 1.1 cents over last year.

The quality of this crop is very much superior to that of last year on account of the absence of pole sweat, which caused such serious damage to the crop of 1905. There will be a smaller per cent of low grades than for several years. A large per cent of the Havana seed has been contracted for, but only a small per cent of the broad leaf has been sold.

New York.—Nearly the entire crop in New York has been contracted for at prices ranging from 11 to 16½ cents per pound, with an average of 13.8 cents, as compared with 10.5 cents for the 1905 crop.

The crop is the best raised in a number of years and is practically free from pole sweat or other damage, and will yield a larger per cent of wrappers and binders than the 1905 crop.

Pennsylvania. — Almost the entire crop in this district has been contracted for at from 5 to 7 cents for the low grades or bottom leaves up to 13 and 16 cents for the best grades, the average price being 13.7 cents, which is an increase of more than 25 per cent over the average price for the 1905 crop and higher than has been paid for a number of years.

Ohio—Miami Valley.—The average price of 12.3 cents per pound in this district is an increase of about 35 per cent over that of 1905. On account of being put too close in the sheds at curing time, it is showing more damage from pole sweat than was thought to exist earlier in the season. The crop, however, is much superior to that of 1905 and is one of the best produced in this district for a number of years.

Wisconsin.—The average price in this State for the 1906 crop is 13.5 cents per pound, which is an increase of 35 per cent over that paid in 1905. The weather conditions have been very favorable for handling tobacco, and all of it had been taken from the poles. This is one of the finest crops ever produced in Wisconsin, with less damage from hail or storms in the field than usual, cured remarkably free from pole sweat or stem rot, and will yield a larger per cent of wrappers and binders than last year.

Georgia and Florida.—Shade-grown tobacco in this district was contracted for at 60 cents per pound, and the sun-grown at 18 to 20 cents, making an average of 35 cents.

II. Chewing, Smoking, Snuff, and Export Types.

Burley District.—The average of 8.5 cents in this district is an advance of 1 cent per pound over last year. Similar grades are selling at from 1 to 3 cents higher, but the crop contains a much larger per cent of low grades than that of 1905. The crop is producing only a small per cent of bright colory grades, and crops containing these grades are selliing at from 10 to 15 cents per pound.

Dark Districts of Kentucky and Tennessee Paducah district.—The average price of 6.3 cent per pound in this district is about the same as was paid last year. The weather has been very favorable for handling the crop.

Stemming or Henderson district.—Reports from this district indicate an average price of 6.4 cents per pound, which is an increase of about 10 per cent over that paid for the 1905 crop. Not all of that delivered has been sold. A great deal of damage was done to the crop in the field and on the scaffold, and there was more house burn than for a number of years.

Upper Green River district.—The price of 5.8 cents per pound reported from this district is an increase of a little more than 15 per cent above that paid for the crop grown in 1905.

Upper Cumberland district.—Reports from this district indicate an average price of 5.5 cents per pound, which is an increase of a little over 10 per cent above that paid for the crop of 1905. The quality of the crop is inferior to that of the previous year.

[illegible] trict.—The average price of 7.5 cents per pound reported for this district is the same as was received for the 1905 crop. The quality is inferior. The inferior quality was caused by worm damage and the heavy and continuous rains that fell during September while the crop was being harvested.

Virginia Sun Cured District.—The price of 6.8 cents per pound is a very small increase over the price paid for the 1905 in this district. The quality of this crop is much inferior to that of 1905.

Virginia Dark District.—The price of 6.6 cents per pound in this district is a small per cent less than was paid for the 1905 crop. Continuous rains during the ripening, harvesting, and curing season damaged this crop very much.

Bright Yellow District.—Old Bright Belt—(Virginia and North Carolina). The average price of 9.4 cents per pound reported for this district is an advance of 1.1 cents over that paid for the 1905 crop, although the average quality is much inferior.

New Belt, North and South Carolina.—The average price of 10.2 cents per pound for this district is an advance of more than 15 per cent over that paid for the 1905 crop.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

At the present time there is no movement in the tobacco market. This is [illegible]

HUNTER 5c. Cigar is successful with successful dealers.

El Draco Cigar Mfg. Co., Phila.

BRBANDS: "MANO" 10c. Cigar "MODJESKA" "LANGATA" "LA MANO" 5c. Cigars

JOHN D. LONG

OFFICE: No. 118 Mifflin Street

Manufacturer of **Cigars**

FACTORY: Cor. Maple & Plum Aves.

Lebanon, Penna.

A Specialty of Private Brands. Telephone Connection Samples Sent to Responsible Houses.

HERMAN DELLE

York, Penna.

Maker of

Delman 10 and 5c.

Herdel 5c.

Alex. Martin 5c.

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Samples to Responsible Houses

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Littlestown, Pa.

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and **EL DODIE**

St. Louis World's Fair Prize Winners.

Branch Salesroom, ENDICOTT BUILDING, St. Paul, Minn.

Grace Cameron—Edward Hyde—Habersham—Club Brand

Bear Bros.

Manufacturers of

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W. R. DAUGHERTY & BRO.

Dallastown, Pa.

Manufacturers of

Fine Domestic Cigars

Highest Quality Finest Packages

Wholesale and Jobbing Trade only

Correspondence with Active Houses Invited

C. E. MATTINGLY & CO.

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5c. Cigars

FOR THE Wholesale Trade Only

Union Chief

Supreme Union

McSherrystown, Pa.

R. E. JACOBY

Wholesale Manufacturer of Strictly Uniform Quality of

High Grade Seed and Havana Cigars

Rothsville, Pa.

Correspondence with the Wholesale and Jobbing Trade Invited.

INCREASE YOUR PROFIT!

Columbia Straight Will Do It.

We bought a large supply of Good Havana and Domestic Tobacco at the right time.——We are located where Good Workmen can be had at Fair Prices.

These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.

Fred Schlaeger & Co., Columbia, Pa.

Samples on application.

Spanish Betune

Is extensively used in Cuba for Toning Tobaccos. It removes all mustiness or other objectionable properties, giving the desirable uniform effect considered indispensable in Leaf. It is largely used in Damaged or Defective Leaf, being an Excellent Restorer.

Acme Extract and Chemical Works, Hanover, Pa.

E. G. ECKERT, Proprietor.

John McLaughlin. J. K. Kauffman.

JOHN McLAUGHLIN & CO.

Wholesale Dealers in All Kinds of

Plug & Smoking Tobaccos

Also, All Grades of

Fine Cigars & Leaf Tobacco

No. 307 North Queen St.

LANCASTER, PA.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Houses

They Smoke It and Come Again

BLEND, QUALITY and WORKMANSHIP to Please the Most Critical Smokers
Manufactured for Jobbing Trade Only
The Toedtman Cigar Co.
Makers of the Highest Grade of 5c. Cigars Exclusively
MIAMISBURG, OHIO.

The American Tobacco Co.
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

owing to a scarcity of the commodity known as tobacco. Not that a very large amount of the goods still remains in the hands of the farmers. Not many lots are left, although some of them were among the largest of the crops grown in this vicinity. Some riding has been done in the past week and more will be done when the weather moderates sufficiently to allow of the goods being shown to advantage. It needs warm, moist weather to have a crop of tobacco show up in good form. Not even the colors can be fully seen when the leaf is cold and fulled up, as it invariably is at such times.

Our correspondents write:

East Deerfield, Mass.: "A little stir in tobacco here lately, and a number of sales have been made at 15 and 16 cents in the bundle. Only two crops are left unsold here now, and one of them is being assorted by O. Belden & Son, of North Hatfied; five acres of fine light leaf that ought to run well to light wrappers."

Conway, Mass.: "I wish I could report more sales, but cannot. The buyers seem to be holding off, waiting for the growers to get sick enough to sell at the buyers' prices. I do not understand why tobacco cannot sell at a good price when fillers are selling at 10 and 11 cents."

Conway: "We have been having quite a cleaning up of the tobacco crop here this week. I have to report the sale of Charles Parsons & Sons, five acres; Boyden Brothers, twelve acres; H. T. Newhall, seven acres; Gordon H. Johnson three acres; J. B. Packard five acres, the above to Meyer & Mendlesohn. A. R. Cranson sold two acres; W. Bemont, 1½ acres; D. Childs, three acres, these to Katz. M. Stearns & Son sold four acres to Katinsky, Adler & Co."

North Hatfield, Mass.: "I have to report the sale of 9,400 pounds of tobacco in bundles by John Slattery to McHugh, of Hatfield."

Addison, Conn.: "Tobacco is moving rather slowly in Glastonbury. Buyers are scarce; not many sales. Manning, of Hillstown, has bought a few crops at 20 and 5 cents assorted. There seems to be a great demand for the poor grades.—American Cultivator.

BALDWINSVILLE, N. Y.

E. C. Monroe, the local representative of the American Cigar Company, received Monday the company's warehouse. A force of about 75 are busily engaged at this warehouse handling the new crop. F. M. Dunham, the local representative of Taussig & Co., of Chicago, has a force of about 50 at work at the company's warehouse here, and Cusick & Son, representing Kiser & Boasburg, of Buffalo, has a large force at work in their warehouse. A good sized force is engaged at J. W.

RUTHERFORD CLEAR HAVANA LEADER
from the factory of
El Draco Cigar Mfg. Co., Philada.

A. HUSSEY
LEAF TOBACCO

THE BEST ORGANI
MOST COMPLETE
LARGEST MAIL OR
LEAF TOBACC
ESTABLISHMENT
AMERICA
NEW YORK
CHICAGO
ST. LOUIS

E. S. SECHRIS
Dallastown, Pa.
Manufacturer of
Fine and Common Cigar
Established 1890.
Capacity, Twenty Thousand per D

YOU ARE LOSING MONEY.
? HOW ?
BAD ACCOUNTS.
Charging them off to profit and loss.
Paying Collection Agency Fees.
Paying Membership fees.
"DO-IT-YOURSELF"
The "Do It-Yourself" collection outfit is a system whereby you collect your bad accounts YOURSELF and do it in the same way that it is done by Collection Agencies, only BETTER.
? WHY ?
It is a better system.
It is easier to operate,
It keeps the accounts in YOUR OWN HANDS.
It brings the money to YOU.
It saves Collection Agencies fees.
It saves Membership fees.
It saves getting into the hands of unreliable agencies.
Price $1.00 Postpaid
Each outfit contains everything necessary to collect 50 claims.
MONEY REFUNDED if on receipt you are not perfectly satisfied.
ORDER TO-DAY
United States Collection Agency
Suite 19, 163 Randolph Street
Chicago, U. S. A.
Agents Wanted Write for proposition

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CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

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H. S. SOUDER
MAKER OF
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Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal printed Labels

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Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
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NEW YORK.
CHICAGO. CINCINNATI.

LABELS
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CORRESPONDENCE SOLICITED
KEYSTONE VARIETY WORKS HANOVER, PA.
ESTABLISHED 1890
GIVE US A TRIAL WE WANT YOUR OPINION
Printed or Stamped in Gold or Silver
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STOCK CARDS

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Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
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INLAND CITY CIGAR BOX CO.
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Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
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MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
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IMPORTERS OF

JOHN SLATER & CO.

Manufacturers of Handmade

LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues

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No. 21 North Main Street, **Washington, Pa.**

Imperial Cigar Co.

Home of the 'Two Friends'

Absolutely the highest grade 2 for 5 Cigar in the United States.
Manufactured on honor and sold on its merits.
We defy competition, and court opposition.
Samples cheerfully sent free to any part of the United States. Sold to Jobbers only.
Our motto, The best is not too good

Imperial Cigar Co.

Hanover, Pa.

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

Manufactured Only by

LEONARD WAGNER

Factory No. 2 **707 Ohio St., ALLEGHENY, PA**

GEO. STEUERNAGLE

Manufacturer of

Pittsburg Stogies

Goods sold direct to Jobbers and Dealers

5143 Penn Ave., Pittsburg, Pa.

OLDEST MANUFACTURERS OF

PEACH and PRUNE **ESSENCES**

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World Renowned and Non-Evaporating

SPANISH BETUNS

Cigar and Tobacco Flavors, Sweeteners, etc.

Write for Free Samples and Particulars
Guaranteed to be the Strongest and Best
Established 1855

FRIES & BRO.

92 Reade Street, NEW YORK.

Upson's warehouse, and M. Tobin, who opened his warehouse last week, has a force busy handling his purchases. More help is wanted at nearly all the warehouses.

The tobacco received so far has been in excellent condition and bears out the promise at the time of harvesting that the 1906 crop would prove to be the best harvested here in many years. The good prices received and success attained in this crop have greatly improved the conditions here and next year there will undoubtedly be a large increase in the acreage. Many growers who have not grown tobacco for several years are planning on raising a crop next year.—Gazette.

EDGERTON, WIS.

A week of storms and zero weather has interfered somewhat with the delivery of the tobacco crop, though buyers are still making their purchases as rapidly as circumstances will permit. In sections where much shed damage has been sustained the plan of visiting the farms and arranging for such deduction as may be necessary, after examining the crops is being followed which is apparently the most satisfactory method of adjusting differences. For the first time in the season tobacco is coming to the warehouses in a frozen condition, which almost precludes as close an examination as is desired, and is another reason why receiving on the farms is preferred. In all 72 car loads of bundle leaf from outside points were received in this market during the week. A few out of town buyers have visited local markets this week, but we have yet to learn of any important transaction of cured leaf. An occasional crop of the new is lifted but at prices somewhat shaded from previous quotations.

Shipments, 500 cases.—Reporter.

HUNTER BEST FOR A NICKEL

is all to the front; made by

EL DRACO CIGAR MFG. CO., Philada.

Business Changes, Fires, Etc.

Connecticut.

Hartford.—L. S. Bradley, manufacturer and retail cigars, damaged by water; insured.

Illinois.

Chicago.—Fred Barker, cigars, chattel mortgage, $10,000.—Levy & Lipsay, cigars, etc., dissolution announced.—Frank Shapero, leaf tobacco, damaged by fire; insured.——William J. Sinclair, cigars, bill of sale, $5,000.

Clinton.—F. S. Bartram, cigars, sold out.

Springfield.—Frank W. Wel[l] cigar manufacturer, sold out.

Indiana.

Indianapolis.—Frank R. Over[man] cigars, etc., canceled chattel mort[gage] $150.

Iowa.

Sioux City.—L. W. Jordan, c[igars] succeeded by George Aardo.

Massachusetts.

Boston.—Minas Minasian, c[igars] mortgage, $200, discharged.——Wi[lliam] B. Phinney, cigars, chattel mor[tgage] $1,400.

Michigan.

Ellis B. Pall, tobacco, cigars, [etc.] chattel mortgage, $406.

New Jersey.

Jersey City.—Gusman Ke[ssler] cigars, bill of sale, $1.——Charles [Mc]loney, cigars, bill of sale, $3,800.

New York.

New York City.—J. Epstein, c[igars] damaged by fire.

Ohio.

Tippecanoe City.—Tipp Leaf To[bacco] Co., (not inc.), succeeded by Eli W[ert].

Van Wert.—Ziegler & Van We[rt] cigars, tobacco, etc., dissolved.

Pennsylvania.

Reading.—Charles A. Moyer, c[igars] etc., burned out; insured.

Scranton.—Robert D. Landon [&] wholesale cigars, dissolved; Robe[rt] Landon succeeds.

Texas.

Dallas.—L. Aschner & Son, c[igars] etc., L. Aschner, individually, [&] mortgage, $600.

Virginia.

Richmond.—Surbrug Co., manu[fac]turers of smoking tobacco, etc., [bu]out.

Washington.

Oakesdale.—Frank Lewis, c[igars] etc., sold to McCabe & Tucker.

Tacoma.—J. E. Hawkins, cigar[s] tobacco, deed, $500.

PATENTS RELATING to TOBACCO

842,613 Combined cigar and ci[gar] holder and ash receiver; Samu[el] Bigelow, Ann Arbor, Mich.

942,618 Cigar bunching ma[chine] Richard A. Bright and A. W. [Du] Cranston, R. I.

842,621 Match safe; Harry [Ne]sheim, Washington, D. C.

842,171 Tobacco curing appa[ratus] John L. Bullock, Hester, N. C.

842,530 Cigar perforator; Ja[mes] Doherty, Waterbury, Conn.

842,534 Drier for cigarette [ma]chines; Napoleon Du Brul, Cin[cin]nati, Ohio.

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For All Kinds of Products Requiring Baling

TOBACCO STEMS, PAPER, COTTON, Etc.

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American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
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"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made 2 for 5c.

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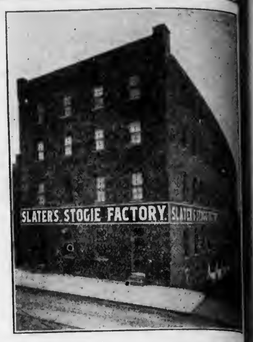

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Clinton.—F. S. Bartram, cigars, sold out.

Springfield.—Frank W. Well… cigar manufacturer, sold out.

Indiana.

Indianapolis.—Frank R. Overs… cigars, etc., canceled chattel mortg… $150.

Iowa.

Sioux City.—L. W. Jordan, ci… succeeded by George Aardo.

Massachusetts.

Boston.—Minas Minasian, cl… mortgage, $200, discharged.—Wil… B. Phinney, cigars, chattel mortg… $1,400.

Michigan.

Ellis B. Pall, tobacco, cigars, … chattel mortgage, $406.

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Patented March 9, 1897

For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.

Specially Constructed ..PRESSES..

For Leaf Tobacco Packers

Warranted to do more and better work in a given time, with less labor than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

MINNICH MACHINE WORKS

Landisville, Lancaster Co., Pa.

—Established 1834—

WM. F. COMLY & SON

Auctioneers and Commission Merchants

27 South Second Street

PHILADELPHIA

Regular Weekly Sales Every Thursday

Cigars, Tobacco, Smokers' Articles

Special Sales of Leaf Tobacco

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Le Droit Building, WASHINGTON, D. C.

METAL EMBOSSED LABELS METAL PRINTED LABELS

H. J. Fleischhauer

CIGAR LABELS

238 Arch Street, Philadelphia.

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ENGRAVING LITHOGRAPHING SPECIAL DESIGNS

JACOB G. SHIRK

Lancaster, Pa.

JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.

IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds

Are the **CIGARS** of the following Registered Brands

"Brilliant Star" Clear Havana . . **10c.**
"S. B" Half Havana . . . . . **5c.**
"S. B." Little Havanas . . . . . **5c.**
"Honest Bee" . . . . . **3c.**
"2--I--No" Mildest Cigar Made **2 for 5c.**

Special Brands Made to Order

Stauffer Bros. Mfg. Co., New Holland, Pa.

Send Your Cigar Buyer Here We Will Save You Money

For Sale by All Dealers

VIRGINIA PERIQUE

MIXTURE

The **AMERICAN TOBACCO CO., NEW YORK**

INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

"AS GOOD AS THE NAME"

E. REGENSBURG & SONS

THE AMERICAN

HAVANA CIGARS

NONE GENUINE UNLESS BEARING THIS BAND

WITH OUR TRADE MARK IN COLORS

BEWARE OF IMITATIONS.

ON SALE EVERYWHERE

Constant Growth

signifies

Constant Merit!

Cigars that hold the confidence of their smokers pay dealers best.

DIAMOND JOE CIGAR FACTORY brands stand pre-eminently in a class of their own.

H. FENDRICH

Evansville, Ind.

WARREN BECK & BRO.

Ten-Cent Brands:
Duke of Westminster
Admiral Gherardi
Gen. Warren
La Responder Marcana
La Cantidad

Cigar Manufacturers

York, Pa.

Michael Hose A. F. Brillhart

Dallas Cigar Co.

Manufacturers of CIGARS & Dealers in LEAF TOBACCO,

Dallastown, Penna.

A. D. KILLHEFFER, MILLERSVILLE, PA.

Maker of High Grade Cigars.

No Salesmen. Communicate with Factory.

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PHILIPP J. KOLB & CO.

IMPORTERS & PACKERS OF LEAF TOBACCO

No. 310 Race Street
PHILADELPHIA

•CENTRAL UNION•

No other brand of Tobacco has grown so quickly in public favor.

Reasons:
Quality, Price,
Union Label,
Friendly Dealers' Aid,
and
Tobacco Trust's Hostility.

United States Tobacco Co., Richmond, Va.

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The Kind that Wraps Economically

H. DUYS & CO.

No. 170 Water Street, New York

The Leading Exclusive Sumatra House

Amsterdam House:—De Amsterdamsche Tabakshandelmaatschappij.

Growers and Packers of

FLORIDA TOBACCOS

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FLOR de D&T
DOHAN & TAITT
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Packers of Leaf Tobacco
306 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of HAVANA and SUMATRA SEED LEAF **TOBACCO**
111 Arch Street, Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N. Y.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

H. Golinsky & Son
Importers & Packers of
HAVANA AND SUMATRA SEED LEAF TOBACCO
147 N. Third St, Philadelphia, Pa.

The Empire Leaf Tobacco Co.,
Importers and Dealers in
ALL KINDS OF
SEED LEAF, HAVANA and SUMATRA **Tobacco**
118 N. 3d St., Phila.

L. KRUPPENBACH
IMPORTER HAVANA SUMATRA
DEALER IN LEAF TOBACCO
REGISTERED 642-644 N. ELEVENTH ST. PHILADELPHIA

J. S. BATROFF
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. The Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the Presidency of the Rebublic: dark blue.

Vice President. The company will begin to manufacture in the old Kindel avenue factory. Mr. Schroer recently sold out his business to the new Day & Night merger.

The A. T. Morris Cigar Co. has established a branch at Crookstown, Minn., which is in charge of W. A. Wilson, to whom the first consignment of goods has been already made, and is now soliciting business in Crookstown and surrounding towns in Minnesota.

The Independent Tobacco Company, a new $50,000 corporation which has entered the local scrap tobacco field, was organized last week. Samuel Greenwold was elected President, Max Greenwold, Vice President, Harry Greenwold, Secretary, Sig. Freiberg, Treasurer and Sol. H. Bernard and Harry Freiberg, Directors. This is the company which has stepped into the fight and secured the use of the union label after it was taken from the other concerns, which combined.

Some recent developments in the scrap tobacco situation are looking very significant, and some further developments of a highly interesting character may be looked for in a short time.

The E. O. Eshelby Tobacco Co., at Newport, is now beginning to show signs of unusual activity, and has recently put on the market a new brand of scrap tobacco, under the name of Quincy.

RUTHERFORD CLEAR HAVANA CIGARS
Are Popular
Because They Please the Consumer.

BURLINGTON, VT., SUCCESS.

For the long period of thirty years, George W. Kelley has been one of the leading wholesale and retail cigar and tobacco merchants in Burlington, Vt., his business having been established in 1876 by the firm of Chawin & Kelley. The establishment at 10 Church street has been under the sole control of Mr. Kelley since 1878. The ground floor and the basement are occupied for business purposes, being 22 by 60 feet in dimensions. The store contains a heavy stock of the standard and popular brands of cigars, smoking and chewing tobaccos, pipes and smokers' articles of every description and some groceries. Mr. Kelley is the exclusive handler in Burlington of the famous Marksman five cent cigar and the Poet, a ten cent cigar of wide popularity. He has a large trade in both these brands as well as in other makes he keeps in stock. He has an extensive patronage from the city and all of the surrounding region, and is well known to every one in the cigar business in those parts.

Mr. Kelley was born in the State of New York. He has been a resident of Burlington since 1864. He has been a Deputy Sheriff of the county since 1902 and a member of the Board of Water Commissioners since 1905.

HOFFMAN SUES FARMERS.

Alleges that Growers Did Not Keep Contract at Stipulated Price.

Dayton, O., Feb. 9.

The Hoffman Leaf Tobacco Company, of Richmond and Greenville, Ohio, brought suits against Joseph Sink and W. S. Hadley, tobacco raisers of Darke county, Ohio. The plaintiff alleges that the defendants entered into an agreement to sell it their 1906 tobacco crops at 8 cents per pound, and now refuse to make deliveries. The petition asks that the defendants be restrained from selling their products to any other firm.

NEW YORK GROWERS TO MEET.

Baldwinsville, N. Y., Feb. 9.

The annual meeting of the New York State Tobacco Growers' Association will be held at the village hall, Baldwinsville, on February 16, at 10 o'clock. Samples of tobaccos grown last year will be shown and a discussion will take place as to the best fertilizers to be used. All growers who can do so are urged to bring samples. There will be speeches by well known growers and by G. W. Harris, who has charge of the government's experimental work here.

—J. M. Farmer became a partner with Frank P. Strigel, at Newark, O., in the manufacture of cigars. The new firm is known as Farmer & Srtigel, and will continue its business in the Burt block.

A Good Pair to Go On . . .

Two of Our Popular Five Cent Brands.
Our Goods are Made of Best Selections, Made Carefully, and Made to Duplicate.

Wolf, Neff & Co.
RED LION, PA.

T. E. BROOKS & CO.
RED LION, PA.
MANUFACTURERS OF ALL GRADES OF
Pennsylvania Cigars
FOR THE WHOLESALE JOBBING TRADE
DISTRIBUTORS WANTED ON OUR SPECIAL BRANDS:
GOV. WRIGHT REGAL DUKE DON SEGNO GEN'L YORK
HAVANA SWEETS and MANUEL F. DOMINGUEZ
SAMPLES UPON REQUEST

Weidman Bros. & Moyer

Manufacturers of

CIGAR BOXES

SPECIAL ATTENTION TO

GOLD LEAF EMBOSSING

HIGH GRADE WORK

Factories:

Womelsdorf, Pa.

Sinking Spring, Pa.

Established 1891

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Gieske & Niemann, Packers & Dealers in Leaf Tobacco

No. 204 South Charles Street
Baltimore, Md.

THE CUBAN SITUATION.

A recent issue of Dinero, a Cuban financial journal, contains an article from W. A. Merchant, a leading banker, on the financial condition of the island. He says:

"Cuba in some respects enters upon the new year under more auspicious circumstances than at the beginning of 1906, as in January of that year great damage had been done to the sugar and tobacco crops, upon which the commercial life of the island depends. On the other hand the financial condition of the country is not as good as a year ago.

"The sugar crop harvested in 1906 was made at a considerable loss, and the same statement relative to tobacco holds good. Heavy losses were suffered by the late insurrection and the October cyclone. A number of sugar estates began grinding prior to December 15, 1906, with very poor results up to the latter part of the month, owing to the very poor yield and deficient train service. Experts estimate the cane crop sufficient to produce 1,500,000 tons of sugar, but it remains to be seen whether there are sufficient laborers to grind all the cane. The price is somewhat lower than expected, although on the basis of four reales la arroba (20 cents for 25.36 pounds,) well managed estates are able to realize a profit.

"Stocks of Cuban tobacco abroad are very low, and there is little on hand here, consequently high prices are expected. There is every reason to expect heavy investments of foreign capital during 1907."

Tobacco Crop and Exports.

According to figures furnished by the Cuban legation at Washington, the production of leaf tobacco in 1905 was 473,617 bales and in 1906 286,288 bales.

The exportation of tobacco was as follows:

		1905.	1906.
Leaf	pounds	32,575,793	27,859,483
Cut	"	263,093	373,154
Cigars		227,028,521	256,738,029
Cigarettes	pkgs.	11,829,076	15,643,275

England imported 92,459,687 Cuban cigars in 1906, against 90,505,906 in 1905, while the United States imported 79,483,125 and 64,860,975, respectively.

Constitution Seed and Havana stands for Quality and Workmanship. Remember that.

NEW BOX FACTORY IN INDIANA.

Waterloo, Ind., Feb. 7.

A new cigar box manufacturing establishment has been projected for Waterloo. It will be conducted by a partnership formed between Walter Vaughn and Frank Brand. They have secured a location in the Flack building on Sheridan street north of the Opera House.

It is expected that enough trade can be secured from among the three factories in Waterloo and some nearby towns to keep the factory going steadily.

MORE EXPOSITION SPACE TAKEN.

Just what the Tobacco Exposition means to the trade far removed from New York is impossible to imagine, as seen through the eyes of the man in the West or South, or even in the States nearer New York. But it is patent that the Exposition has vital interest for the trade of New York and the immediate vicinity, as well as the various factories that have offices in New York city.

The men at the head of the larger houses are discussing the details of the enterprise, and suggest, if possible, points that may be of assistance to independent manufacturers, jobbers or retailers.

The independent manufacturers are taking space for an exhibit of their goods at the next great Tobacco Exposition to be held at Madison Square Garden, September 2 to 14. One of the latest firms to do this is the well known independent tobacco house of the Falk Tobacco Company, with factory at Richmond, Va., and whose confidence in the enterprise is shown by the large amount of space they have taken for their exhibit of 1907, and by the generous manner in which they are planning for representation during the two weeks. It is their intention that the members of the firm will be on hand daily, together with a full corps of salesmen from the road.

The experience of 1906 at the Exposition demonstrated to the Falk Tobacco Company that numbers of their regular trade from out of town called upon them, besides a lot of new trade. Wishing to extend to the trade and to their friends every hospitality of a cordial welcome, it has been deemed wise this year to have the representatives of the firm in different sections of the country in daily attendance, that each may care for the visitors from his own respective territory.

Park & Tilford, one of the oldest and best known houses in the independent cigar trade, have recently made arrangements for representation in the Tobacco Exposition of 1907. Ever active and aggressive in the cause of independent cigars, this house handles a fine line of high grade cigars made exclusively by well known independent Havana factories. Their own Key West brand, Mi Favorita, is very well known throughout the cigar trade.

Park & Tilford believe in the Tobacco Exposition and in its benefits to the independents, and have added their name and influence to the great demonstration for and by independent manufacturers, the Tobacco Exposition.

A. N. Barson & Co., manufacturers of Turkish cigarettes, have secured space, twice as much as in 1906, to exhibit their Blue Nile and other brands of cigarettes. This firm has exhibited their cigarettes prominently at other exhibitions, and at the St. Louis World's Fair a familiar package of this concern was handled by one of the cafes on the famous "Pike," this thoroughfare being to the St. Louis Fair what the Midway was to the Chicago World's Fair. It was a Turkish cafe, and dainty cups of black Turkish coffee were served by Turkish attendants. The whole atmosphere was very foreign, and one was brought abruptly to America and American things when a box of cigarettes manufactured by A. N. Barson & Co. was laid beside the Turkish coffee cup.

Established 1895 Telephone Connection

T. L. ADAIR
Manufacturer of
Fine Cigars
Red Lion, Pa.
Special Lines for the Jobbing Trade

SIGNS!

Designers, Printers, and Lithographers of
CLOTH, ROPE FIBER and CARDBOARD SIGNS, AND PAPER POSTERS.

In Weatherproof Colors

We have Something New In FOLDED EDGE SIGNS.

UNION LABEL on Work When Desired
We Furnish QUALITY AND SERVICE

Write for Prices and Samples
THE MASSILLON SIGN & POSTER CO.
MASSILLON, OHIO.

GEO. W. BREMER, Jr.

BREMER BROS.

119 N. Third St., PHILADELPHIA

WALTER T. BREMER

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia

Long Distance Telephone, Market 3025.

Cable Address, "Heiland, Lancaster" Telephone Service

JOHN F. HEILAND & CO.

COMMISSION MERCHANTS AND DEALERS

Leaf Tobacco

Eastern Agents MaGee Tobacco Case

Representing

George H. Rumrill, Janesville, Wis.:
The Miami Valley Leaf Tobacco Co., Dayton, O.:
The Krohn Tobacco Co., Windsor, Ct.:
Bowaard & Koking, Cincinnati, O.:
F. W. Dohrmann & Son, Cincinnati, O.:
Maiskey & Heiland, Littiz, Pa.

48 E. Chestnut Street

P. O. Box 178

LANCASTER, PA.

HENRY RINDSKOPF

Packer and Importer of

Sumatra, Havana and Domestic LEAF TOBACCO

N. E. Cor. Fifth and Washington Sts.

Reading, Pa.

John U. Fehr Established 1883 Geo. N. Fehr

J. U. Fehr & Son

Importers and Packers of

Leaf Tobacco

700 Franklin St., 101 to 107 S. 7th St.,

READING, PA.

S. Weinberg

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEA

121 North Third Street

PHILADELPHIA

Tobacco

H. VELENCHIK S. VELENCHIK

VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630-636 N. Prince St.

Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of Sumatra and Havana

Packers and Exporters of and Dealers in Leaf Tobacco

LARGEST RETAILERS IN PENNSYLVANIA

No. 240 Arch Street, Philadelphia, Pa.

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.

Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

QUIET PREVAILS IN THE HAVANA MARKET.

Scarcity of Suitable Tobacco Restricts Number of Transactions. Rain Still Needed for the New Crop in Some Sections.

(Special Correspondence of The Tobacco World.)

Havana, Cuba, February 4, 1907.

The market during the past week has been only moderately active, and while there seem to be enough buyers in town most of them have been buying only, so to speak, from hand to mouth. One Tampa manufacturer complained to me last week that he had been here ten days already, and had been unable to find a single vega of Vuelta Abajo or Partido that would suit him. Of course this ought not to occasion any surprise, as the stocks for the clear Havana cigar manufacturers can be said to be almost exhausted, and what is still left here does not appeal to any manufacturer who wants a sound and at least somewhat aromatic leaf. I will leave the question of prices out entirely, as most of the manufacturers would be willing to make almost any sacrifice if they could only find what they need for their purposes. As far as making money is concerned times are dead against them, and the only aim which they can possibly have in view is to keep up the credit of their products among their customers.

Of Remedios there is still some fair quantity on hand, but as it consists chiefly of 1st capaduras, and for which the holders are asking from $75 to $80 per qq, all the dealers from the United States seem to be fighting shy in laying in large stocks, and are buying only to a limited extent. For 2nd capaduras there has been a very good call, and if our almacenistas had been willing to sell them separately, every bale would have been sold long since. Of 3rd capaduras there is nothing left here to speak of as all the stocks have been sold at top notch prices. The so-called 4s have also disappeared, and most of them have done service to the clear Havana cigar manufacturers in the North, in place of Vuelta Abajo fillers.

As far as the new crop is concerned reports have been very contradictory, and it is now claimed that only some showers of no long duration have fallen in the Santa Clara province, and did not extend all over the tobacco growing districts. Likewise our dealers assert that the rains in the Vuelta Abajo, while very beneficial at some points, have not been uniform all over this section. In those places where rain has fallen, and not all the ground had been occupied with tobacco plants, the vegueros have now set to work to put out new seedlings. Summing up the present situation, it strikes me that we will not know anything definite about the 1907 crop until the end of March, and that it will depend entirely upon whether the weather conditions are favorable how many bales can be produced in the island of Cuba this year. Owing to the scarcity of stocks held by dealers and manufacturers, and a constantly increasing demand for our tobacco, it looks preposterous to expect prices to fall, at least to any extent.

Sales

this week amounted to 1,672 bales in all, of which 553 consisted of Vuelta Abajo, and 1,119 of Remedios. Of this quantity 1,199 bales were purchased by Americans and 473 were taken by the local cigar and cigarette manufacturers.

Buyers Come and Go.

Arrivals:—Peter Wohl and J. H. Comstock, of Wohl & Comstock, E. Hecht and Walter Hecht, of E. Hecht & Son, Abe Landfield, of Randell & Landfield, Chicago; Joseph Loeb and Irving Loeb, of the Loeb-Nunez Havana Co., Philadelphia and Havana.

Cigar importers:—J. E. Blais, of S. S. Pierce Co., Boston; E. Lowenhaupt, of Moss & Lowenhaupt, St. Louis; B. Wasserman, of the B. Wasserman Co., Charles B. Cameron, of the Waldorf-Astoria Segar Co., Joseph Leopold, of New York; Godfrey S. Mahn, of Philadelphia, and A. E. Morris, of Montreal.

Departures:—M. Herzog, for New York; Charles Landau and M. Heyman, for Montreal; Harry Cohn, Sebastian Solaris, Peter Wohl, J. H. Comstock and Joseph Wedeles, for Chicago.

Havana Cigar Manufacturers

continue to be occupied in filling the old orders on hand, although the demand has slackened somewhat. Still this may be only temporary, and orders may soon begin to come in again as heretofore.

Excepting a few manufacturers who have been fortunate enough to buy largely, and are holding enough stock, the majority will soon begin to feel the pinch of not having enough leaf tobacco to fill existing orders, and may have to wait until the new tobacco comes in and is ready to be put upon the cigarmakers' tables to be worked into cigars.

H. Upmann & Co. shipped 750,000 cigars during the past week, and they report business as still being tip top.

Partagas, Sol, Ramon Allones and Eden are all working to the satisfaction of their owners.

Buying, Selling and Other Notes of Interest.

Don Antero Prieto y Gonzales, of the well known firm of Sobrs. de A. Gonzales, arrived here on the 1st inst. by the Spanish mail steamer Reina Maria Christina from Spain, and was welcomed by a large number of his friends and acquaintances, who were glad to see him back again. Sobrs. de A. Gonzales sold 623 bales of Remedios and Vuelta Abajo, the majority of which went to a couple of our local cigarette manufacturers.

Cuesta, Rey & Co., of Tampa, represented by A. L. Cuesta, have been lucky enough to find some 400 bales of good Vuelta Abajo.

Rz. Bautista & Co. closed out 250 bales of Vuelta Abajo.

E. and Walter Hecht stocked up with 200 bales of leaf tobacco.

Constitution Seed & Havana Cigars are the Best that can be made. Do you sell them?

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA.

Bankers and Commission Merchants

SHIPPERS OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF

The Celebrated H. UPMANN Cigar Brand

FACTORY: PASEO DE TACON 159-169

OFFICE: AMARGURA 1 HAVANA, CUBA.

PABLO PEREZ CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous Lowland Vuelta Abajo Vegas

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

Lewis Sylvester & Son

HAVANA, CUBA Monte 56 | NEW YORK 165 Front Street

Packers and Importers of

Vuelta Abajo, Partidos, Remedios

BEHRENS & CO.
Havana, Cuba
Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE
Sole Representatives for the United States and Canada:
National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez
LEAF TOBACCO MERCHANTS
Principe Alfonso 116 y 118
Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.
Especialidad en Tabacos Finos de Vuelta Abajo, Partidos y Vuelta Arriba
Monte 114, Habana.
(P. O. Box) Apartado 270.
Cable: ZALEZGON.

Bruno Diaz — B. DIAZ & CO. — R. Rodriguez
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125, HABANA, CUBA.
Cable:—ZAIDCO

S. Jorge — Y. P. Castaneda
JORGE & P. CASTANEDA
Growers, Packers and Exporters of
Havana Leaf Tobacco
Egido, Corner Dragones Street, HAVANA

PARTAGAS
Independent Cigar Factory
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER Habana, Cuba

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123
Cable: ONILEVA Habana

SUAREZ HERMANOS,
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA.

J. H. CAYRO & SON
Dealers in Leaf Tobacco
Specialty: Vuelta Abajo and Partido
Warehouse and Office, 92 Dragones Street, HAVANA, CUBA.
Cable Address: "JOSECAYRO." Correspondence solicited in English

HENRY VONEIFF — F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
Packers and Exporters of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA.
Branch Houses:—616 W. Baltimore Street, Baltimore, Md.; P. O. Box 433, Tampa, Fla.

EVARISTO GARCIA — JOSE M. GARCIA
J. M. GARCIA Y CIA.
Almacenistas de Tabaco Partido y Vuelta Abajo
CON VEGAS PROPIAS
San Nicolas 126 y 128, Cable: "JOMAGARCIA" HABANA, CUBA.

Grau, Planas & Co. disposed of 200 bales of Remedios.

E. P. Cordero, of Mi Hogar cigar factory, in New York, picked up 150 bales of fine leaf.

Gonzalez y Miguel sold 139 bales of Remedios from their choice holdings.

The Loeb-Nunez Havana Co,. is doing a very good business with its large circle of customers, who are constantly depleting the large stocks held by this firm.

Harry Cohn, who left last week for his Chicago home, was fortunate enough to find some fine lots of Vuelta Abajo.

Receipts From the Country

	Week ending Feb. 2 Bales	Since Jan. 1 Bales
Vuelta Abajo	290	650
Partido	—	130
Matanzas	17	17
Remedios & S. Clara	804	3,721
Santiago de Cuba	—	477
Total	1,111	4,995

PREPARING FOR SPRING TRADE.

Boston Cigar Men are Clearing Up in Expectation of a Busy Season.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., Feb. 11.

The large cigar manufacturers are working their usual number of cigarmakers. The jobbers are doing their usual quota of business, and are finding it hard to fill orders for Dill's tobacco as the shipments from Richmond have been very tardy for the past two weeks.

Trade was much better this week with the retailers. They have been cleaning out their odds and ends and getting ready for the spring trade. It seems as if the little cigars or rather short smoke packages have seen their best days; outside of two or three popular brands there is nothing doing in that line. Turkish and other brands of paper cigarettes are greatly on the increase.

For the past few weeks the Boston retailers and wholesalers have been besieged by cigarette salesmen, everyone eager to get his firm's products on a good footing; plenty of advertising matter is being distributed, and canvassers representing all the leading cigarette manufacturers are here to make a campaign of the trade.

The American Tobacco Company, probably fearing a drop in their business, have been extra good to the retailers by giving them a free deal with Tropics, Sweet Caporal and Tolstoi cigarettes, and in addition to this there is some gratis goods being given on a drop shipment of 2,500 cigarettes.

The Ware-Kramer Co., Norfolk, Va., has a crew here selling the White Rolls cigarettes.

The Menashi Khoury Co. had a better business last month than in any other month since they began business.

R. M. Ellis, formerly manager of one of the cigarette departments of the American Tobacco Co., who resigned his position the first of this year to accept the position as general representative for M. Melachrino & Co., manufacturers of high grade Egyptian cigarettes, is here on his first trip for this house. Melachrino cigarettes are great favorites with many of the Harvard College students.

The drug stores here operating the National Cigar Stands cases are now featuring El Korah, a Turkish cigarette that retails for 20 cents a package.

Nestor Gianachis Co., makers of the popular Nestor cigarette, have a corps of salesmen visiting the retail trade. They are putting out some nice advertising matter in the shape of ash receivers, booklets, show cards, etc., and are liberally giving out samples of the famous Nestor cigarette. C. H. Williams, who was formerly with the Menashi Co. here, is one of the Nestor crew, and as he has had a lot of experience with the high class trade, I expect he will make good in his new undertaking. The Nestor cigarette, although made in Boston, has never been canvassed in its home town, but now that some local work is being done on it, the Nestor ought to soon be found well up with our leading brands.

The Turco Egyptian Cigarette Co., New York, are making many window displays about town on Egyptian Straights and Pall Mall cigarettes.

Murray's Special Blend is a new brand of Turkish cigarettes being placed around this vicinity.

Omega and Kef cigarettes, made by the Turco American Tobacco Co., New York, are selling well here.

The 5 cent pony size of the William the Fourth brand is catching on nicely. Retailers tell me that they are satisfying their customers, which is going some for a practically new cigar on this market.

A. Shadoff, representing Frye Bros., Dover, N. H., was a recent visitor to this market.

A. Chertoff, 43 Cross street, a tobacco and cigarette manufacturer, has just returned from a successful trip to Salem, Lynn, Lawrence and Brockton, Mass., where his Smyrna, a 5 cent mouthpiece Turkish cigarette, is a great seller.

M. H. Wolfson, a live retailer with two stores on Friend and Traverse streets, is using the El Cura clear Havana cigar as his leader. Mr. Wolfson has worked up an enviable retail business, and much of the credit is due to his young lady assistant, who through her courteous and winning ways has greatly helped to swell his daily receipts.

J. Pearlstein, representing the short smoke department of the American Cigar Co., spent several days this week calling on the trade in Providence, R. I.

J. S. Brown, 8 Washington street, has been offering his trade this week the Union League cigar at 6 for 25 cents.

H. J. Mandel intends shortly to inaugurate his own coupon system in both of his stores. Harry is a little timid of using other concerns' coupons, as so many of the coupon companies have gone under in the past few years.

Geo. Harris & Co. are doing well with the Strawberry cigar. Jack Joseph, formerly with the Bieringer Bros. Co., wholesalers here, is at present on the road for Geo. Harris & Co.

Charlie Ellis, New England representative for the Kaufman's Smokecraft and Cortez Cigar Co.'s cigars, has returned from a very satisfactory trip. The Smokecraft is put up in a very handsome box, and the cigar being a good one it never fails to duplicate.

El Fanal, a ten for a quarter package of clear Havana cigarros, made by the Colonial Tobacco Co., New York, has made its Boston debut. The package is

(Concluded on page 13)

Rutherford Clear Havana Cigars are sold by successful dealers. There is a Reason.

LUIS MUNIZ — MANUEL MUNIZ — HILARIO MUNIZ
VENANCIO DIAZ, Special Partner
MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

JOSE F. ROCHA,
Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba
San Miguel 100,
Cable: "DONALLES." HABANA, CUBA.

CHARLES BLASCO
Commission Merchant
Leaf Tobacco and Cigars
1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
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Packers and Dealers in Leaf Tobacco
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M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
NES. CORNER KUIPERSTEEG AMSTERDAM.
TELEPHONE, "377 JOHN."
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HAVANA TOBACCO
NEW YORK. HAVANA, CUBA

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227 Amsterdam, Holland.
OFFICE: 183 Water St.
Cable Address: "HERE." NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

New York, February 12.

The New York leaf market has experienced another week of comparatively quiet business. Transactions have not been so small in number, but they have been mostly in smaller quantities. In comparison with the volume of business done last year at this time, there is a marked contrast. There is not the same eagerness to get goods that there was last year. It is not believed that manufacturers generally have such stocks on hand as will enable them to refrain from replenishing some, yet they seem to hesitate in buying, apparently in the hope of a possible change in prices favorable to them. The market shows no present indications of weakening; we refer, of course, to seed leaf.

Sumatra tobacco has had a fair sale, but the manner of buying is regarded as indicating that the buyers wanted the goods for early use, and goods were promptly withdrawn from warehouses.

The Havana market shows some improvement. There have been more liberal offerings, and purchases were also more numerous and larger than for some time previous.

The cigar manufacturing trade is in a healthy condition, and as the time for spring business approaches, the more enterprising are pushing with renewed vigor to get a full share of the trade. The returns for January show a very satisfactory month's business and February, it is believed, will show still greater gains. As it is now, every factory is employing a full complement of hands, who are kept steadily at it, with regular shipments about eating up the production.

With the retail trade the business has not yet fully recovered from the effects of the recent severe storm, and only the stores in the best locations did a comparatively fair volume of business during the week. There is one thing which some of our dealers have not yet learned all about, and that is the faculty of getting people into their stores, when they can hardly help but buy something, and which is the department store's long suit. They certainly do know how to get people to their stores, in the duller seasons as well as the better seasons. Once the retailers have successfully solved this important problem, they will be on a fair road to increase their business at periods of the year when natural trade conditions are somewhat against them.

H. E. Eaton, proprietor of the St. Cloud and Jefferson Hotel cigar stands at Syracuse, is at the head of the Eaton Cigar Co., recently formed to conduct a cigar business in New York, and the company has opened a store at 138 Nassau street. Mr. Eaton will remove his family to this city and reside here.

The Retail Cigar and Tobacco Dealers' Association is now to be wound up within a short time and a final dividend paid to creditors, who have so far received 15 per cent. on their adjudicated claims, and a further payment of about 5 per cent. is probable, although a 30 per cent. offer was once made by Robert E. Lane, who is the principal stockholder in the company. His offer, however, was refused by certain creditors, and the project fell through. It seems only reasonable that many creditors now wish they had accepted the offer volunteered by Mr. Lane.

The Prudential Tobacco Co., occupying an upper floor at 133 to 137 Mulberry street, was damaged last week by fire to the extent of $3,000.

Word received here to the effect that the steamer Seydlitz, on her way from Penang to Amsterdam, with a cargo of 13,000 bales of Sumatra tobacco, had entered a port in Ceylon, with a fire raging in her hull, caused considerable uneasiness in the market. The tobacco, it is believed, was calculated to reach its destination in time for the second inscription at Amsterdam, which is scheduled to take place on March 1.

R. M. Ellis, formerly with the American Tobacco Co., is now occupying a position as general representative for M. Melachrino & Co. manufacturers of Turkish cigarettes at 8 West Twenty-ninth street, vice Nat J. Rice, resigned, but who it is stated contemplates engaging in the manufacture of cigarettes on his own account.

Frank L. LeCompte, formerly of the Philadelphia cigar jobbing firm of LeCompte, Dusel & Goodloe, has joined the selling forces of H. Anton Bock & Co., manufacturers of clear Havana cigars.

The American Tobacco Co. has declared a regular quarterly dividend of 2½ per cent. on its common stock, payable March 1. Transfer books will be closed from February 15 to March 1.

When the big steamer Amerika sails on Saturday next, for Europe, it will have on board one of the jolliest lots of tobacco men that could easily be found. Many of them will take advantage of the brief interval for passage to Europe, as a period of rest and recreation after a strenuous year's work, and to better prepare for the more exciting times at the Francos, while others are solely on pleasure bent and propose to get all out of it that they can, and there is a reasonable assurance that they will get all there is coming to them.

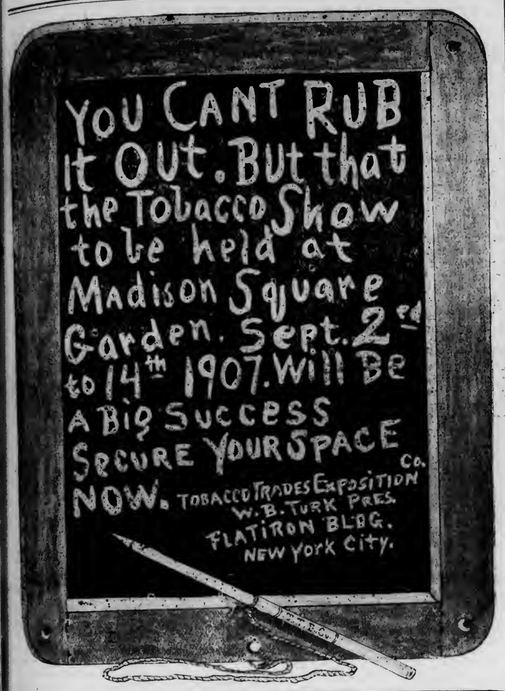
Carl Leder, of the P. L. Novelty Co., at 113 East Fourteenth street, sailed last week for Europe, where he will visit the principal centres of interest for his business, and hopes to bring back some new lines of novelties for his American trade.

The National Cigar Box Co. has been incorporated at Binghamton, N. Y., to manufacture cigar boxes. The capital stock is $5,000, and the incorporators were E. Van Nostin, M. Shallue, and M. M. Hill, all of Binghamton.

D. B. Bendheim, representing the pipe department of the American Tobacco Co., is at present covering Maine and other New England States, from various points of which he is reporting a very good business.

Constitution Seed and Havana Cigars
Made in the good old way.
EL DRACO CIGAR MFG. CO., Phila.

For Genuine Sawed Cedar Cigar Boxes, go to
L. J. Sellers & Son, Established 1880
KEYSTONE BOX CO., SELLERSVILLE, PA.



Isadore Steiner, of Wm. Steiner, Sons & Co., the well known Fourteenth street lithographing house, and Chas. Feis, who recently became associated with this firm in the formation of a new and additional department for manufacturing a unique line of advertising goods and novelties, will sail during the early part of March for the purpose of looking over the European markets for the newest ideas in advertising novelties. It is expected that they will bring to this country some of the very best novelties that have ever been introduced in the United States.

Park & Tilford are sending out to the trade a new price list of the high grade goods carried by this well known house, which is gotten up in a most attractive manner, and which is calculated to be a very striking and profitable medium. The price list now being sent is for the wholesale branch of their house, a retail price list being in the course of preparation, but which will not lack in any of the artistic features embodied in the brochure just issued.

The American Can Co. is placing upon the market a new cigar moistener which is designed for the home use of smokers, but which is also to be offered to manufacturers for premium purposes, for which it is thought to be well calculated.

A reception was recently given at the home of Julius Marquisee, on Madison avenue, in honor of the engagement of his daughter, at which a large number of guests were present, many of them being prominently identified with the leaf trade.

Joseph S. Gans & Co. will open this week their Lancaster warehouse and packing operations will be started forthwith. Ed. Alexander, of this firm, left on Monday for Lancaster, and will be present at the formal opening of the warehouse. The firm reports a very satisfactory business so far this year. They are also still packing in Connecticut.

The cigar factory of I. Rosenberg, 173 Pearl street, was badly damaged by fire recently, but operations are to be resumed.

Albert Cooper, of the Sumatra brokerage firm of Bruce & Gransberg, Amsterdam, Holland, but who has for several weeks been visiting in the United States, sailed for home last week on the steamer Potsdam. If all goes well he will have returned in ample time to be present at the early inscriptions.

HUNTER 5c. Cigar
is successful with successful dealers.
El Draco Cigar Mfg. Co., Phila.

OUR BOSTON LETTER

(Concluded from page 11.)

a very handsome affair, and the smokes are all that is claimed for them.

F. H. Swick, with the Khedivial Co., New York, is at present doing some tall hustling in Providence, where the Oxfords, Naturels and Turkish Delights are all good sellers.

Emil Abrahams is at present in Baltimore and making his headquarters with A. M. Pacholder & Co., which firm he represents in New England.

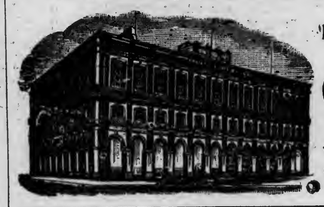
M. Barnett & Co., leaf tobacco dealers, 164 Milk street, are lucky owners of some choice old Zimmer fillers, and any cigar manufacturers in need of such goods should communicate with them before buying elsewhere.

Ben Ali.

—Wm. Leuckel will soon open a cigar factory at Bonaparte, Ia.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
and
Growers of Georgia Sumatra
142 Water Street, New York

EDEN CIGAR FACTORY
of
BANCES & LOPEZ
HAVANA, CUBA.



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180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best VUELTA ABAJO TOBACCO

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
ELIOT SMITH

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF **Tobacco**
185 Water St., New York

Cigar Moisture and Moisture Proof Boxes and Cabinets
BUBECK & GUERIN

Office, Factory and Sample Room
115 to 121 East Thirteenth St. New York
Write for Illustrated Catalogue.

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

JOHN W. MERRIAM & CO.
"At the Sign of the Bull Dog," New York
Real Habana Segar Makers and Importers
Habana Scraps and Cuttings for Sale

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Established 1881 — THE — Incorporated 1902

TOBACCO WORLD

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BY THE
TOBACCO WORLD PUBLISHING CO.
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PHILADELPHIA, FEBRUARY 13, 1907.

AS TO THE DUTY ON SUMATRA.

A member of a York county, Pa., cigar manufacturing company has addressed a letter to the Hon. Daniel Lafean, congressman from his district, urging him to use his influence in having the $1.85 duty on Sumatra tobacco repealed by Congress. His letter was as follows:

"As you have pledged yourself to support anything that would be a benefit to the people of your district, I know of no better time for you to act than right now and on the tobacco question. Unless we get some relief, and very soon, there will be hundreds of small manufacturers of cigars compelled to close up their factories right here in your district. Now what I would suggest is this: Go for the tariff on Sumatra tobacco; have it come in free of duty and not have us pay $1.85 per pound as duty on this.

"Now you have the support of every manufacturer in the entire United States. The only objection would be by a very few men who have cornered the wrapper tobacco of Florida and Georgia. Their tobacco costs them 30 to 40 cents per pound to produce ready for market, and they sell it at from $1 to $3.50 per pound, and we are forced to buy it. Whereas, if there was no duty on Sumatra, we could buy it for a very reasonable price. This would give us a chance. Now see if you can give the relief I ask for in the name of the cigar manufacturers of your district. Awaiting results, I am, yours, etc."

The letter was undoubtedly well meant, but that it was untimely, and must fall short of any material good, is not difficut to see. It is more difficult to understand what the correspondent could even hope to accomplish by urging such an action at this time. The tariff question is not up for consideration by Congress, and there is no present indication that it is likely to come up, and it is reasonably certain that the influence of a single congressman would not be sufficient to open such an important matter since the people's representatives are so deeply engrossed in a myriad of other and also important matters.

It would hardly be fair to accuse that congressman of not having fulfilled any pledge that he would support anything that would be a benefit to the people of his district, because it is a question whether the majority of the voters in Congressman Lafean's home district would favor a decrease of duty on Sumatra tobacco, notwithstanding that the section is thickly settled with cigar manufacturers. There is also the farmer element and others to be taken into consideration, and that is after all where the congressman's constituency lies. Lafean, although a very successful business man, is however, also now a politician, and politicians usually look upon the vote making side of a question put up to them before taking active steps.

The request was, therefore, untimely and illogical.

THE MEDAL THEY DIDN'T GET.

At a meeting of the Lancaster County Tobacco Growers' Association, held at Lancaster, Pa., on Monday last, President B. Ezra Herr, in his opening remarks to the assembled members, said he was proud of what had been accomplished, and that it was even more than the department at Washington had expected. He continued by saying that at the St. Louis Exposition, Lancaster county took all the medals for fine tobacco grown. The society was awarded the gold medal, but that the packers' association have it in their possession on the pretext that the growers owe them a certain sum of money.

This matter was so fully aired some months ago in the news columns of The Tobacco World that little further remains to be said, except that after the Lancaster Leaf Tobacco Board of Trade had made out a prima facie case against the growers, it was up to the latter body to satisfactorily explain how they can figure it out that they owe no further share of the necessary expense of making the exhibits, but that they seem to have failed to do.

It may be that President Herr could attempt an explanation by claiming that the tobacco donated by the growers' association, which was then worth 6 cents, had advanced so materially that 18 cents, m. w., is now a fair price for it, and that this increased valuation represented an amount more than enough to offset the amount claimed of them.

We don't know if such an explanation would satisfy the Leaf Board of Lancaster, but we do know that it looks like a empty honor for the growers to have been "awarded" a medal, which for reasons they didn't get.

The Tobacco World is in receipt of the hand book published yearly by Henri Dentz, a well known broker in Sumatra tobacco at Amsterdam, Holland. This book may be said to be a compendium of Sumatra inscriptions and the trade in Sumatra generally. It is much prized by all who have a real interest in Sumatra and its operations and progress.

Thanks to Herr Dentz.

THE TOBACCO TRADE IN PHILADELPHIA.

Although Philadelphia has experienced several severely cold days during the past week, the retailers have fully recovered from the set-back inflicted by the recent snow storm. There is noted a general improvement all along the line, and business appears to be brightening up each day.

There has been a very steady trade among manufacturers—no rush, but a good comfortable business is reported. They have suffered from impeded traffic facilities and the free movement of the heavier teams used for cartage purposes. The jobbing houses have perhaps suffered more severely as a result of the storm than any branch of the business, for not only has it seriously interfered with the delivery of goods locally, but with freight receipts quite as much. In fact, it is stated that from some points of the country it had almost been impossible to get in any goods. It is a common practice of the larger houses to be receiving shipments regularly of certain quantities of goods, and when they fail to arrive promptly stocks may run very low, if they are not entirely exhausted. It is really not an unknown thing for jobbers to receive certain quantities of goods at various terminals and deliver them direct from there to customers' stores, which is done for the purpose of saving, as far as possible, the handling. This is not to be undertsood as a common practice but those who have employed that system found it very inconvenient of late to carry it out satisfactorily, owing to the irregular receipt of goods.

E. D. Schaeffer, representing J. G. Spatz & Co., of Reading, Pa., visited the jobbing trade of this city and was introducing the El Volcano, American Empire, and other well known brands of that house.

D. E. Woodmansee, a cigar manufacturer of Spring Grove, Pa., was a recent visitor among the Philadelphia trade, and was showing a very attractive line of medium priced goods. He is greatly pleased with the liberal number of orders which he secured while here.

Along the "Tobacco Rialto" rumors were afloat this week to the effect that agents of the United Cigar Stores Co. are approaching the owners of good paying cigar stores in various parts of the city, offering to buy the stores at a good price on condition that the present owners would remain under a certain contract for one or two years, as managers. There is, however, no tangible confirmation of the report.

I. Lowengrund, at Third and Market streets, continues to make special drives on his Red and Blue Dainties, and is showing a unique window display of them this week. His Adelina Patti brand is also coming in for a good share of business at this stand. The special deal of three packages of Hassan cigarettes with each 500 Sweet Caporal or Turkish Trophies cigarettes, is on in full force. The sales have increased perceptibly, it is said.

E. F. Law, a cigar manufacturer of Lancaster, was a visitor in the city this week, and reports a good business for his factory. He is devoting his attention largely to the manufacture of high grade five and ten cent goods, and is meeting with encouraging success in this undertaking.

R. Johnson, of the Consumer's Match Co., Passaic, N. J., was in Philadelphia this week, looking over the situation in the jobbing trade, and returned apparently pretty well satisfied with the present conditions as he found them to exist.

At the office of P. C. Fulweiler & Bro. Co. we were informed that there was no cause for complaint with them. Business is in a very satisfactory condition for the present time of year, and indications as a whole are most promising.

The newly proposed cigarette bill which has been introduced in the State Legislature, is causing just a little uneasiness. There is not so much for entertained that it will really be passed, but it may be necessary for those most vitally interested to make some effort to resist its further progress, and possibly develop into a more tangible form of agitation.

A. S. Valentine & Son are about as busy as at any time during last year, except possibly just immediately preceding the holidays. They have however, just launched a new brand under the name of Our Field, which has a label of appropriate design embodying a miniature map of the United States as the central figure of attraction.

J. T. Reynolds, of Farnham & Reynolds, Addison, N. Y., was a recent visitor in this city and made his headquarters at the brokerage office of John R. Young. Several very satisfactory transactions are reported as having been made during his visit here.

Mr. Williams, of the West Baltimore Tobacco Co., at West Baltimore, O., was recently showing the trade an excellent line of Ohio tobaccos of their packing.

Howard E. Stevenson, with E. Rosenwald & Bro., of New York, was this week making his final visit in the local market before his intended trip to Amsterdam. He is scheduled to sail from New York on the steamer Amerika, on February 16, in company with Benno Newberger, of that firm.

Harry Vetterlein, with J. Vetterlein & Co., has been lately on a tour of inspection at the firm's packing houses in Wisconsin, and reports conditions there very satisfactory. He believes they will have an excellent packing this year.

John Phillips, a leaf dealer and manufacturer of Buffalo, N. Y., was a conspicuous figure in the Philadelphia leaf market this week, and bought considerable quantities of goods.

Bremer Bros. have had quite a good business since the first of the year, and have been visited by a number of out of town manufacturers. Chas. Michener is now out covering his usual territory.

Within another week or ten days, I. Hirschberg & Bro. expect to have in hand a considerable quantity of their new Florida tobacco, which they declare is the finest that has ever been grown. Mr. Bauer, one of the traveling salesmen with this house, is anxiously awaiting the arrival of the new goods, as he has many applicants to whom he wishes to show samples of them as soon as practicable.

S. Weinberg, now at 121 North Third street, reports a very nice increase in his business since his removal to the new building, which he has just remodeled for the purpose.

Max Herzog, with P. Dennerlein & Sons, of New York, has been covering the Philadelphia market this week, and unblushingly pocketed a nice slice of the week's business in this city. He happened to strike a week when there was scarcely a competitor "lounging around."

Fred Hipple, of Hipple Bros. & Co., has been spending the week in Lancaster county, where the firm has a good following of customers.

—A new cigar factory has been opened at Albion, Mich., by A. F. and A. W. Behling, trading as Behling Bros.

Look Out

FOR YOUR OWN INTERESTS!

Never mind what the other fellow says. He may tell you certain tobacco is too cheap to be good.

Let Us Convince You

by sending you a sample that will prove the PRICE is the only thing that is Cheap, and that THIS SUMATRA is a rich, medium color, of fine quality and good yield,

At Only $2.55 a Pound.

Less For Bale Lots

L. G. HAEUSSERMANN & SONS

Importers, Packers, Wholesalers and Retailers of

CIGAR LEAF TOBACCO

240 Arch Street Philadelphia

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER · DAYTON, OHIO · STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

1903-4-5 Zimmer Spanish, 1905 Gebhardt, 1905 Dutch, 1905 Connecticut, etc.

Porto Rico Cigar Co.
Red Lion, Pa.
WHOLESALE CIGAR MANUFACTURERS
Major Paul
Lord Selkirk } 5c.
Arrow Point
Tom Lewis—2 for 5c.
Wholesale and Jobbing Trade Only

El Ono
Union Made
5-Cent Cigars
are as Good as Cigars Can be Made
Chas. A. Oberly, Maker
LEBANON, PA.

Wisdom on the Label
Wisdom in the Cigar

A 5c. Smoke that is so Good It is Bound to Repeat

Ohmit & Kraft
East Prospect
Pa.

Cigars of Quality Sell and Repeat.
Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

"A Wonderful Nickel's Worth"
That's What the Consumer Says About
The FERNSIDE
For He Gets That Rich Taste and Aroma Looked For in a More Expensive Cigar
Let us send you Samples of this Steady Seller
GEO. W. PARR, Littlestown, Pa.

LANCASTER LITIGATION.

Walter S. Bare Gets Favorable Verdict. Inspector's Tickets Didn't Stand.

Lancaster, Pa., Feb. 11.

A suit was brought in Common Pleas Court last week, before Judge Hassler, by Hoffman Bros., leaf tobacco packers and dealers of Bainbridge, against Walter S. Bare, a well known cigar manufacturer at Lititz, which resulted in a complete victory for Bare.

The action was brought to recover $723.25 alleged to be due for twenty-three cases of tobacco (Pennsylvania Broad leaf) weighing 6,575 pounds, for which he was to pay 11 cents a pound. The sale was made upon the inspector's samples having been drawn by I. R. Smith, the representative of Ruscher & Co., of New York. When the goods were received by Bare and looked over, they were rejected and settlement refused. Hoffman refused to take the goods back, and then Bare put the goods up at public auction and sold them, tendering to Hoffman Bros. the amount realized at the public sale. Hoffman Bros. would not accept the tender of that amount of money, some $300, and brought suit against Bare for the full amount of their invoice.

Hoffman Bros. tried very hard to set up the claim that Bare had recourse only against the inspection firm, but it would not stand, and after Bare's witnesses were all heard, (and it may be remarked that there were just thirteen of them, including the following, J. F. Hetland, leaf merchant at Lancaster, I. H. Weaver, M. Rosenthal, Jacob Hoober, E. M. Cohen, Samuel Sesil, E. B. Slote, all tobacco men of Lancaster; H. S. Meisky and William Amer, packers at Lititz, and others,) the jury rendered a verdict in favor of Bare, who had established his contention that the goods were not up to the sample, in fact, that they were quite unsound, if not very seriously damaged. The plaintiffs were represented by C. Eugene Montgomery, while Bare was represented by W. U. Hensel, the Napoleon of the Lancaster bar.

The unique point in the case was that the court took no cognizance of the inspector's tickets, when Bare offered the testimony of so many well known and thoroughly responsible tobacco men.

WHITE ROLLS MAKE PROGRESS.

Ware Kramer Company Pays a Ten Per Cent. Dividend.

Norfolk, Va., Feb. 9.

The annual meeting of the stockholders of the Ware-Kramer Tobacco Co. was held last week, when the following officers were re-elected:

President, F. D. Ware; Vice President, Samuel Kramer; Secretary and Treasurer, V. C. Leftwich.

This company manufactures the White Rolls cigarettes on which, according to the officers' reports a phenomenally large sale has been built up. Although the company suffered an interruption of business for several months during 1906, owing to the removal of its plant from Wilson, N. C., to Norfolk, Va., the sales for 1906 more than doubled those of the previous year, and enabled the company to declare a dividend of 10 per cent.

The company now contemplates the erection of a new building at Norfolk, which is to be the largest of its kind in the world. They are taking advantage of every possibility to exploit their goods, and have recently signed for space at the Jamestown Exposition, as well as at the Tobacco Trades Exposition to be held at Madison Square Garden, New York, next September, where they had a very attractive display last year.

PHILADELPHIA LEAF MARKET

The local market this week had a fairly good volume of business in the aggregate, but transactions were mostly the small lot sales which had been characteristic of the market last week, although the aggregate was probably in excess of the previous week's transactions. The seed leaf business was confined largely to Pennsylvania, Connecticut, Zimmer Spanish and Gebhart.

The transactions of the week were undoubtedly curtailed by the prevailing high prices, as inquiries for all classes of goods were plentifully made. There was no change whatever in prices which were uniformly maintained.

Florida inquiries were again greatly in excess of offerings, of which there were practically none at all this week, indicating that the market is pretty well cleaned up of supplies immediately available.

The Sumatra market was again characterized by small lot sales, but these were fairly numerous, and the aggregate volume of business was comparatively good.

Havana market conditions continue to show improvement, and several 100 bales sales were reported. Prices, however, were well maintained.

SPECIAL NOTICE
(12½ cents per 8-point measured line)

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EDWIN L. KOPPELMAN CO.
7-6-1h 81 Pine St., New York.

FOR SALE.—Fixtures of a completely equipped cigar factory; in part or whole. 65 Miller, D. & P. suction tables, Borgfeld bunching tables, Presses of all kinds, Electric Motor, Chairs, Tables, Office-desks, etc. Apply or address, 125 South Second street, Philadelphia, Pa.

FOR SALE.—Nice lot of 75 hogsheads good heavy Kentucky broken leaves and scraps suitable for making smoking tobacco. Also, nice old, well sweetened well-sized cigar fillers and wrappers. Buckner, Dunkerson & Co., Louisville, Ky. 7-11tf

WE PURCHASE Cigar Molds—all desirable shapes—such as No. 16,261, No. 8,832, No. 8,569. Write us stating what you have and the quantity. Winget Mfg. Co., York, Pa. 12-12tf

ESTABLISHED BROKER desires a good line of Medium Priced Goods. Good business for a good factory. Address J. S., Box 32, care of Tobacco World, Philada.

TO RENT.—Upper floors for storage purposes. Apply 121 N. 3d St. Phila.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*
Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

LANCASTER FACTORY SOLD.

J. E. Sherts & Co. Sell Cigar Plant to a New Firm.

Lancaster, Pa., Feb. 12.

The big cigar plant of J. E. Sherts & Co., the firm being composed of J. E. Sherts and M. H. Bare, situated at the corner of North Shippen and East Walnut streets, was sold today to A. B. Hess and C. H. Kendig, of this city, who will take possession on March 15. The sale includes the real estate and the building, the later having been especially erected for a cigar factory. One hundred hands are employed, and the new proprietors expect to largely increase this number and enlarge the plant in every way. They will continue to manufacture all of the brands of the old firm, Mr. Sherts being retained as general manager.

A new company will be formed with a capital of $50,000, but of which Messrs. Hess and Kendig will be the principal owners.

Mr. Hess is already well known to the trade as a packer and dealer in leaf tobacco, with warehouses at 630-636 North Prince street. Mr. Kendig removed to Lancaster about one year ago from the lower end of the county, and was desirous of engaging in some active business.

The entire trade will voice a sentiment of satisfaction over the fact that Mr. Sherts will continue to be identified with the new firm, and in his capacity as general manager he will no doubt be in a position to keep in close touch with the present large trade of the house.

PACHOLDER INCORPORATES.

Baltimore, Md., Feb. 9.

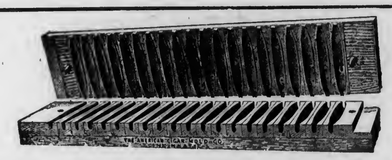
The firm of A. M. Pacholder & Co., of this city, manufacturers of all kinds of little cigars, and who make package goods a specialty, has been incorporated with a capital of $25,000.

The officers are as follows:—A. M. Pacholder, President; C. Abrahams, Vice President; Emil Abrahams, Secretary and Treasurer.

—Don L. Waldron, of Mason City, Ill., has sold his cigar factory to G. L. Bolinger.

Marcus Jaskulek · Morris Jaskulek · Robert Jaskulek
M. JASKULEK & SONS
Packers and Dealers in
Leaf Tobacco
814 and 816 East Third Street
DAYTON, OHIO

Joe Endress, Jr. · A. C. Kercher
Pioneer Leaf Tobacco Co.
Germantown, Ohio
Packers of CIGAR LEAF TOBACCO



High Grade Cigar Molds
in any shape, at lowest prices.
CIGAR MANUFACTURERS' REVENUE BOOKS
25 cents each; postage prepaid, 30 cents.
The American Cigar Mold Co., Cincinnati, O.

W. H. SNYDER & CO.
Windsor, Pa.

Manufacturers of Popular Brands of

Fine and Medium Priced Cigars

Correspondence with Wholesale and Jobbing Trade only invited.
Particulars cheerfully given to responsible inquirers.

Our Leaders Include:
Honeysuckle, Rose Show,
Jumbo, Libby Dear,
Verelda, Charles Fay,
Carisima, Gov. Pattison,
Model American, and Others.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

J. F. REICHARD

Wholesale Dealer in

LEAF TOBACCO

of All Grades

Craley, Penna.

W. W. STEWART & SON

Reading, Pa.

Makers of the

JOHN HAY

LADY HELEN

10c.

JOHN HAY, Jr.

ELI PERKINS

5c.

High Grade Seed and Havana Cigars

Correspondence with Responsible Houses Solicited

L. J. SMITH & CO.

Wholesale Cigar Manufacturers

AND **Dealers in Leaf Tobacco**

RED LION, PA.

Maunfacturers of

and PAN ANNA

5c. Cigars

TWO HAVANAS

Two for Five Cents

Private Brands made to order.

With Specially Designed Bands. Correspondence with Responsible Houses solicited.

SMITH BROS.

Brokers in Domestic and Imported LEAF TOBACCO

No. 17 Charter Street, Dayton, O.

Ohio Goods Our Specialty

BLUE LAWS DON'T GO IN YORK.

The Mayor Don't See that He More than Others, is Called Upon to Enforce Them.

York, Pa., Feb. 11.

The local revenue office in this city has made its report for the close of 1906, which shows a remarkable progress during that time. One factory in York turned out 20,000,000 cigars during 1906, notwithstanding that a strike was in progress during several months, but it did not seem to affect them very severely as far as business was concerned.

W. H. Raab & Sons, of Dallastown, contemplate opening a factory at Glen Rock, in order to improve their facilities and increase their output. Their business has been increasing steadily and greater facilities are said to be urgently needed.

Last week R. C. Liggitt, deputy revenue collector, released the cigar factory of Seaton E. Heindel, at Dallastown, which had been in the custody of the United States Revenue Department since August 28. The factory was seized by order of Special Revenue Agent Alexander for violations of the revenue laws. The difficulty has been satisfactorily adjusted by Mr. Heindel paying a fine and costs. The factory was re-opened by Mr. Heindel, who will continue the manufacture of cigars on a larger scale than ever.

Heavy deliveries of tobacco were, despite the bad condition of the roads, made to M. H. Engle, by York county farmers, at Mt. Wolf last week. Teams continued to bring the leaf from early in the morning until 4 o'clock in the evening.

All of the tobacco was in fine condition though one crop was refused because of careless handling.

Since the beginning of the season, Mr. Engle has purchased over 1 400 acres of tobacco in York and Lancaster counties, and more than 500,000 pounds of this was purchased in York county. All of the goods will be packed in Lancaster, for A. Cohen & Co., of New York.

J. F. Sechrist, cigar manufacturer, at Holtz, was last week surprised by a sleighing party, among whom were some members of the Red Lion trade.

Allen O. Weiser, a former Yorker, who for several years past has had charge of a large cigar factory in New Brunswick, N. J., has removed to Okete, this county, where he will open a factory of his own.

Quite a few tobacco growers in the vicinity of Springet are compelled to sell their new crops a second time. The dealers who bought the crop early in the season say that they are unable to pay the prices agreed upon because the figure was too high. This situation was caused by the early scramble for tobacco, much of which was bought in the field. The market conditions have changed to such an extent that present prices for leaf will not warrant the paying of the famine prices that prevailed when the contracts were made, and buyers in a number of instances have as a result backed down, to the loss and disgust of growers.

Buyers who made purchases in the fields last fall for the crop harvested in this section say that the failure of the growers to get rid of their stocks in the main was due to their own injudiciousness. The rainy season which followed the storage of the tobacco in the sheds only damaged a small portion of it, and that, instead of keeping the leaves separate, the good from the bad, it was bunched and in consequence all of it was damaged and the purchasers refused to take it. While the tobacco that was only slightly injured could have been used by home dealers, had they kept it separate and disposed of the good, wholesale dealers could not place it properly on the market. Some of the growers in Windsor township separated their tobacco, keeping that injured for their own use, and selling the other.

Mayor McCall has declined to cooperate with the Sabbath Observance Association in the enforcement of the old Blue Laws of 1794, prohibiting the conduct of all business on Sunday, and it is questionable whether the association will go any further in an active campaign against present conditions. At a conference between the mayor and the members of the association, the former made it plain that he found nothing in the law to indicate that the mayor of a third-class city has more to do with the enforcement of this law than any private citizen and that he shall act accordingly. At the same time he gave his visitors something in the nature of advice. Compared with many cities, he said, York is very orderly upon the Sabbath, and he reminded the association that some laws are most likely to be broken oftenest by being too rigidly enforced.

RUTHERFORD CLEAR HAVANA LEADER

from the factory of

El Draco Cigar Mfg. Co., Philada.

J. B. MILLEYSACK

Manufacturer of

Fine Havana Hand-Made **CIGARS**

No. 821 Lake Street

LANCASTER, PA.

Correspondence with the Jobbing Trade solicited.

Geo. W. Conway

DALLASTOWN, PA.

Manufacturer of

Nickel & Medium Price

CIGARS

For Wholesale and Jobbing Trade

J. E. SHERTS & CO.

Lancaster, Pa.

Manufacturers of

High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

E. RENNINGER,

Established 1889.

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

Lithographers and Printers

322-326 E. 23RD ST.

SAMPLES & PRICES FURNISHED UPON APPLICATION

IN STOCK AND TO ORDER

Krueger & Braun

NEW YORK and **CIGAR LABELS BANDS**

The Gilt Edge Cigar Box Factory

J. FRANK BOWMAN

51 Market St.

Lancaster, Pa.

CIGAR BOXES
SHIPPING CASES
LABELS, EDGINGS, RIBBONS

Cigar Manufacturers' SUPPLIES

of All Kinds

Daily Capacity, Five Thousand Boxes

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE

Is specially adapted to give that Peculiar Sourish Effect desired. **Chaskel's Flavors** the **Cheapest** in the market, considering what they do.

A Card Will Bring More Information and Prices.

Chaskel Chemical Works

265 West Broadway, New York

W. H. RAAB & SONS,

MANUFACTURERS OF

High Grade Cigars.

75,000 PER DAY.

LA CUBANA CIGAR FACTORY No 463 ESTABLISHED 1871.

DALLASTOWN, PA.

Move Your Tobacco on

Box Truck

USED BY

Leading Tobacco Dealers

BUILT AND SOLD BY

The Wm. F. Kramer Co.

DAYTON, OHIO

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

and THREE CUBANS

MANUFACTURED BY

Central Cigar Company

LEWIS SMITH, Proprietor

Forbes and Marion Streets, **Pittsburg, Pa.**

Wholesale and Jobbing Trade solicited.

UNION MADE — SOLD ON ITS MERITS

TOM BAINES

Nickel Goods.

Strictly a First Class Article—Equal to Any Union or Non-Union Cigar on the Market—Probably Better, You to Judge—and Prices No Higher than Others.

Factory 1893, First District Penna.

H. G. Burky, Maker, Reading, Pa.

UNION MADE — BLUE LABEL USED

H. G. BARNHART

Cigar Manufacturer

Springvale, Pa.

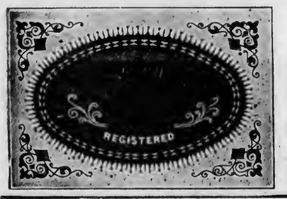
One of Our Leading Brands:

Cuban Duchess

Only High Grade Tobacco Used

Cigars always duplicate

All Jobbers Who Handle Travellers Tips



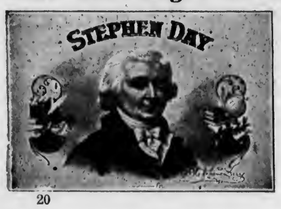
Say it Always Moves Well

"A Good Five Cent Cigar"

Abbott Cigar Co.

ABBOTTSTOWN, PA.

The Ideal Cigar Made in an Ideal Way



Stephen Day

5c. Brand

Is Strictly Union Made

Ideal Cigar Co.

CENTENNIAL, PA.

There Must Be Something In It.

Cigar manufacturers who would not consider HAVANARINE a few years ago are now using it; they must find it pays. Just think it over and ask yourself, "Why?" We will be glad to serve you.

Tobacco Improvement Co.

504 Ninth Street, N. W.,

Washington, D. C.

LEAF MARKET QUIET IN LANCASTER

As "Settlement Day" Approaches, it is Likely There Will be Something Doing.

Lancaster, Pa., Feb. 11.

The past week was a rather quiet one in the local leaf market so far as sales of cased goods were concerned. While the transactions in old goods were not numerous and only comparatively small in volume, there is not yet any apparent sign of an early break in the market. Notwithstanding the recent onslaught of a Lancaster correspondent of a Philadelphia daily, prices still remain firm. Some of the packers were slightly chagrined at the time but have again recovered their usual composure.

Although our warehouses have not been busy in stripping goods, there is evidence of much activity at every place in receiving and packing the new crop. The deliveries during the past week were very heavy. Nearly all the crops have been stripped, and farmers are now getting anxious to deliver it and have it off their hands.

The widespread reports of the very critical inspections being made by the packers and the more or less frequent instances of docking, if not refusal to receive the crop, is thought to have had a wholesome effect. It is reported that some growers are going more carefully over their tobacco and that as a result it is coming in in much better shape.

There is still very little buying of the remaining 1906 crops. It is believed, however, that with the approach of the first of April, growers will be more willing to consider all reasonable prices offered.

The cigar industry seems in a fairly prosperous condition, although from a few points one hears of a rather desultory trade. There are perhaps few, if any, idle factories, but there are some throughout the county that are at present in no way pressed with orders.

Recent visits to Lancaster county's experimental stations gave rise to the report in the blundering Philadelphia daily that "Lancaster grows Sumatra tobacco: thus we observe some more misleading statements from this Philadelphia daily's Lancaster correspondent. Lancaster county not only does not, but, in the opinion of many of the older and thoroughly experienced members of the trade, Lancaster county cannot grow Sumatra tobacco to a commercial extent. In the opinion of these members, Lancaster county growers would be well off if they would content themselves with giving careful attention to the cultivation of a high class domestic tobacco, and earn for themselves more profit than they could by trifling away their time in trying to raise a type of fancier leaf.

Our leaf market was visited during the past week by I. Kegerreis, a leaf dealer of Richland Station, George Schnath, representing A. Cohn & Co. of New York, J. Greenewald, of Philadelphia, representing G. Falk & Bro., of New York, Sam Kauffman, with Wm Steiner, Sons & Co., lithographers, of New York, S. S. Watts, and F. I. Weaver, of Weaver & Bro., both cigar manufacturers at Terre Hill, and W. Wanner, a York, Pa., leaf dealer.

The regular meeting of the Lancaster County Tobacco Growers' Association will be held this afternoon at 2 o'clock in G. A. R. Hall, when officers will be elected for the ensuing year.

Rutherford, Constitution Hunter—a strong trio.
El Draco Cigar Mfg. Co., Philada.

Telephone Call, 432—B.

Mine and Warehouse,

FLORIN, PA.

Located on Main Line of Pennsylvania R. R.

L. L. NISSLEY & CO.

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure to look over our Samples.

Samples cheerfully submitted upon request. **P. O. Box 96.**

J. K. LEAMAN,

Packer of and Dealer in

LEAF TOBACCO

138 North Market St.

United Phone — *LANCASTER, PA.*

J. W. BRENNEMAN,

Packer and Dealer in

Leaf Tobacco

Packing House,

Millersville, Pa.

Office & Salesrooms,

No. 112 W. Walnut St., LANCASTER, PA.

UNITED PHONES.

TRUMAN D. SHERTZER

Dealer in

Leaf Tobaccos

and Manufacturer of

Scrap Filler for Cigar Manufacturing

Warehouses: LANCASTER and RED LION, PA.

MAIN OFFICE:

Lancaster, Pa.

W. R. COOPER & CO.

Packers of

Penna. Broad Leaf

Dealers in All Grades of

Domestic Cigar Leaf Tobaccos

201 & 203 N. Duke Street

LANCASTER, PA.

H. H. MILLER,

Light Connecticut Wrappers and Seconds

Fine Florida Sumatra

IMPORTED SUMATRA and HAVANA

AND MUCH

Fine Filler Stock

327 and 329 North Queen Street,

LANCASTER, PA.

B. F. GOOD & CO.

PACKERS and DEALERS IN **Leaf Tobacco**

142 N. Market Street,

LANCASTER, PA.

The York Tobacco Co.

Packers and Jobbers in All Grades of

LEAF TOBACCO

Office and Warehouse, 15 East Clark Avenue

Manufacturers of Cigar Scrap Tobacco — **York, Pa.**

W. B. HOSTETTER & CO.

PACKERS and DEALERS in

LEAF TOBACCO

Georgia Wrappers Packed Like Sumatra

We Make SCRAP Filler, Ready for Use

York, Pa.

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO

Jobber in Sumatra, Florida Sumatra and Havana

Lemon and Arch Sts. — Lancaster, Pa.

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphi Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

HENRY H. SHEIP MFG. CO.

Cigar Boxes

Cigar Box Lumber

Largest stock of

Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.

WRITE FOR PRICES

COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

O. L. SCHWENCKE LITHOGRAPHIC CO
CLARENDON ROAD & E 37TH ST. BROOKLYN, N.Y.
FINE CIGAR LABELS
BANDS & EDGINGS
PRIVATE BRANDS OF ORIGINAL DESIGN

John McLaughlin. J. K. Kauffman.

JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

WISCONSIN'S TOBACCO CAPITAL.

Edgerton, Wis., Feb. 8.

The warehouses here are now all busily engaged in packing the 1906 crops, and it is estimated that the weekly payroll of the Edgerton warehouses is fully $10,000.

There seems to have been some good tobacco grown this year in a portion of Minnesota. Andrew Norman has just been on a tour of inspection through Filmore county, Minn., and has highly encouraging reports from there.

The Otto Eisenlohr & Bros.' warehouses have been receiving lately considerable crops of the 1906 tobacco.

Harry Vetterlein, with J. Vetterlein & Co., Philadelphia, has been in the State lately looking after the packing interests of his father.

The Scotton-Dillon Tobacco Co., of Detroit, has been a heavy purchaser of low grades in this State, and Mr. Walter Scotton was in the local market last week.

Articles of incorporation of the Wisconsin Tobacco Growers' and Dealers' Association of Janesville have been filed with the Register of Deeds. The purpose is to foster the growth of cigar leaf, etc., and there is no capital stock. G. H. Rumrill, A. L. and E. C. Fisher, S. B. Heddles, E. M. Calkins, F. A. and M. F. Greene, J. A. Ryan, W. M. McGee, and F. E. Fifield are the incorporators.

Andrew Norman, who is the local agent for C. H. Spitzner & Son, tobacco dealers at New York, concluded not to open a warehouse for sorting at Stoughton, as the work can be done with the force employed by them at Edgerton.

From Virginia comes the report that the tobacco delivery is at its height and hundreds of loads are being hauled to the warehouses in that city daily where the facilities for handling are taxed to their utmost. The local banks are paying out to the farmers an average of $20,000 per day, and the condition bids fair to continue for several weeks if the weather and fine roads permit. There is a scarcity of help in the warehouses. If the other tobacco growing districts produce as good a quality of the weed as this vicinity the tobacco growers in the State will clean up over $6,000,000 in profits for the 1906 crop.

Two crops of tobacco were delivered to the Pomeroy warehouse here the other day.

TRADE NOTES.

—The Imperial Tobacco Company of Great Britain and Ireland declared a dividend of 10 per cent. on its deferred ordinary shares for the year ended December 31 last and carried £250,000 to reserves and £179,000 forward, which includes reserve for customers' bonus.. The American Tobacco Co. is the controlling power in the Imperial.

—Gilbert Aldrich, of Charlton, Mass., enjoyed a cigar the other day, the age of which was known to be between 35 and 40 years. The fragrant weed was the last of a box which had belonged to his uncle and which had been forgotten and covered up.

—A project is on foot to establish a new leaf tobacco warehouse at Harrodsburg, Ky., and a fund of $12,000 was subscribed at a recent meeting of business men of the town and farmers of the surrounding country.

—Frank Richards will open a cigar factory above the store formerly occupied by A. Armstrong on Military street, Port Huron, Mich.

—A new cigar factory is soon to be started at Aledo, Ill., by C. A. Looney and Ivan G. Reed, formerly of Monmouth, Ill.

HUNTER—A Nickel Cigar
Has won many races for dealers.
Try it.

Recent Incorporations, Etc.

—Martinique Tobacco Company to manufacture cigars, cheroots, little cigars and cigarettes. Office, 110 First street, Jersey City. Capital, $20,000, divided into 200 shares of the par value of $10. Incorporators, C. T. Haight, W. B. Carlton and G. P. Stacy, of 110 First street, Jersey City.

—The Nacogdoches Tobacco Growing Company, of Nacogdoches, Tex., has been incorporated with a capital of $6,500, by E. A. Blount and D. I. Cason, of Nacogdoches, and Wm. Taussig, of Taussig & Co., leaf dealers of Chicago, Ill.

—Colonial Cigar Company, St. Louis, has been incorporated by Ben Phillipson, Louis Mueller, Samuel Phillipson and Charles Mueller, to manufacture and deal in cigars and tobacco. Capital stock, fully paid, $2,000.

J. H. LIEFTINCK & ZOON
Sworn Tobacco Brokers
Office and Sample Rooms:
Brakke Grond and Frascati.
AMSTERDAM, HOLLAND.

STOKHUYZEN & BRON
Sworn Tobacco Brokers
Office and Sample Rooms:
Nos. 84—86 (Opposite Frascati)
AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMAN
Sworn Tobacco Brokers
Brokers to the Deli Maatschappy
AMSTERDAM, HOLLAND
Office and Sample Rooms:
87 Rokin & 100 Nes, opposite Frascati

COLOR and CANCELLING STAMPS
LEAD SEALS & STENCILS
Quaker City Stencil & Stamp Works
Incorporated
234 Arch St., PHILADELPHIA, Pa.

BRBANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars

JOHN D. LONG
OFFICE: No. 118 Mifflin Street
Manufacturer of Cigars
FACTORY: Cor. Maple & Plum Aves.
Lebanon, Penna.
A Specialty of Private Brands. Telephone Connection Samples Sent to Responsible Houses.

HERMAN DELLE
York, Penna.
Maker of
Delman 10 and 5c.
Herdel 5c.
Alex. Martin 5c.
UNION MADE
CIGARS
Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

HARRY A. SNYDER
Littlestown, Pa.
Manufacturer of
High Grade
Seed and Havana
Cigars
and EL DODIE
St. Louis World's Fair Prize Winners.
Branch Salesroom,
ENDICOTT BUILDING,
St. Paul, Minn.
Grace Cameron—Edward Hyde—Habersham—Club Brand

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—The Bear, The Cub, Essie, and Matthew Carey

W. R. DAUGHERTY & BRO.
Manufacturers of
Fine Domestic
Cigars
Dallastown, Pa.
HIGHEST QUALITY
FINEST PACKAGES
Wholesale and Jobbing Trade only.
Correspondence with Active Houses Invited

C. E. MATTINGLY & CO.
Manufacturers of
High Grade
Union Made
5c. Cigars
FOR THE
Wholesale Trade Only
Union Chief
Supreme Union
McSherrystown, Pa.

R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited.

INCREASE YOUR PROFIT!
Columbia Straight Will Do It.
We bought a large supply of Good Havana and Domestic Tobacco at the right time.——We are located where Good Workmen can be had at Fair Prices.
These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.
Fred Schlaeger & Co., Columbia, Pa.
Samples on application.

..Any Flavor You Need..
We'll Turn Out in Our Laboratory Under Our Guarantee. We'll Make Your Troubles Ours.
Acme Extract & Chemical Works
E. G. ECKERT, Proprietor. Hanover, Pa.

Established 1870 Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Buyers

They Smoke It and Come Again

BLEND, QUALITY and WORKMANSHIP to Please the Most Critical Smokers
Manufactured for Jobbing Trade Only
The Toedtman Cigar Co.
Makers of the Highest Grade of 5c. Cigars Exclusively
MIAMISBURG, OHIO.

The American Tobacco Co.

Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug

They Please All Tastes

Always Uniform and Reliable

Leaf Tobacco Markets.

BALDWINSVILLE, N. Y.

Deliveries have continued and the local warehouses are scenes of activity, large forces being engaged at all the warehouses in handling the tobacco.—Gazette.

CONNECTICUT VALLEY.

There is considerable talk in tobacco circles in relation to the tag law, and the carrying of tobacco raised in Massachusetts into Connecticut, and selling the same for Connecticut tobacco. What will be the outcome of tobacco assorted in a shop one-half mile from my home? The manager told me that he had tobacco to be assorted in this shop from Vermont, New Hampshire, Massachusetts and Connecticut, and it was being put up without any regard to the State which grew the crops. When one lot was finished another was brought in and the cases which were partly full were filled up with this next lot, whether from one State or from another. All the attention paid the matter was to select a crop that would in a measure match with the previous crop in color and texture; and as it is done in Massachusetts and Connecticut alike, no distinction will be made where the tobacco was raised, even if it should be raised in Pennsylvania or Ohio, New York or Wisconsin; and to say that none will be brought from any or all of the above States would be putting it very strong. We know that it has been done in preceding years, and there is no presumption in saying that it will be again. And, finally, to say that tobacco raised in Connecticut is any better than the tobacco raised in Massachusetts is putting the case more strongly than it will bear. I think the growers of the State of Connecticut will not be wronged in the least from calling all the New England tobacco Connecticut tobacco, and the tag will not change the quality of their tobacco, nor will the quality of our tobacco be improved by calling it Connecticut tobaco, nor does it need that to make it good tobacco.

Our correspondents write:

Suffield, Conn.: "I report the sale of three crops of tobacco, one crop of 6 acres at 18½ cents and two crops at 20 cents in the bundle. Later, two sales of tobacco, one crop at 18 cents in the bundle, and the other at 15 cents in the bundle. One of our Suffield warehouses has closed, but all of the other warehouses are running with a large force of workmen."

North Hatfield, Mass.: "I have heard of but one sale of tobacco the past week. E. B. Dickinson has sold about 1½ acres of hail cut at private terms. Mr. Holden has closed his shop after sorting his own crop and one or two

A. HUSSEY
LEAF TOBACCO

THE BEST ORGANI
MOST COMPLETE
LARGEST MAIL OR
LEAF TOBACC
ESTABLISHMENT
AMERICA
NEW YORK
CHICAGO
ST. LOUIS

E. S. SECHRIST
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890.
Capacity, Twenty Thousand per Day

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? HOW ?
BAD ACCOUNTS.
Charging them off to profit and loss.
Paying Collection Agency Fees.
Paying Membership fees.
"DO-IT-YOURSELF"
The "Do It-Yourself" collection outfit, is a system whereby you collect your bad accounts YOURSELF and do it in the same way that it is done by Collection Agencies, only BETTER.
? WHY ?
It is a better system.
It is easier to operate.
It keeps the accounts in YOUR OWN HANDS.
It brings the money to YOU.
It saves Collection Agencies fees.
It saves Membership fees.
It saves getting into the hands of unreliable agencies.
Price $1.00 Postpaid
Each outfit contains everything necessary to collect 50 claims.
MONEY REFUNDED if on receipt you are not perfectly satisfied.
ORDER TO-DAY
United States Collection Agency
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Agents Wanted Write for proposition

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from the factory of
El Draco Cigar Mfg. Co., Philada.

Wm STEINER, SONS & CO.
Lithographers.
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540-550 W. 58TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

KAUFFMAN & BRO.
CIGAR BOXES
YORK, PENN'A.

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
Private Designs a Specialty
SOUDERTON, PA.
Metal printed Labels

Weidman Bros. & Moyer
Manufacturers of
Cigar Boxes
Special Attention to GOLD LEAF EMBOSSING HIGH GRADE Work
Factories:
Womelsdorf, Pa., Sinking Spring, Pa.
Established 1891

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American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

LABELS
Cigar Ribbons
Silk Imitation
& Muslineta Ribbon
CORRESPONDENCE SOLICITED
KEYSTONE VARIETY WORKS
HANOVER, PA.
ESTABLISHED 1890
GIVE US A TRIAL WE WANT YOUR OPINION
Printed or Stamped in Gold or Silver
BANDS
STOCK CARDS

Established 1877 New Factory 1904
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Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
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Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
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MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
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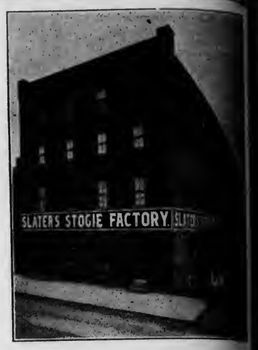

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Manufactured on honor and sold on its merits.
We defy competition, and court opposition.
Samples cheerfully sent free to any part of the United States. Sold to Jobbers only.
Our motto, The best is not too good

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Hanover, Pa.

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Savannah.—J. A. Gomam, soda water, cigars, etc., J. H. Furber succeeds.

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JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
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Fragrant as Roses
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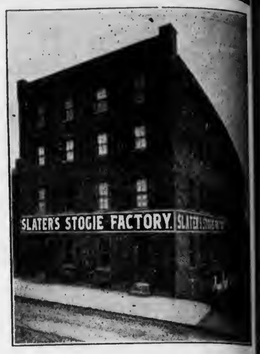

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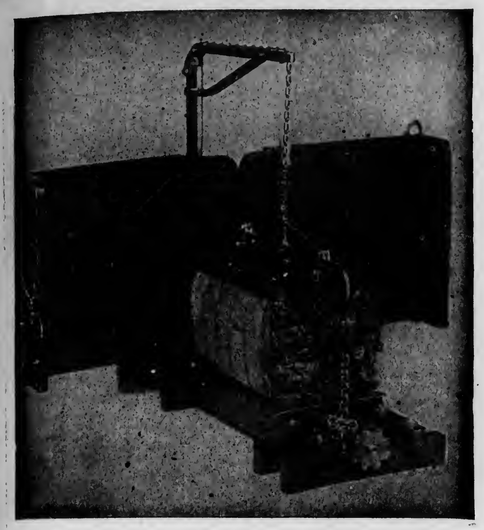

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THE AMERICAN

TRADE MARK. REGISTERED

HAVANA CIGARS

NONE GENUINE UNLESS BEARING THIS BAND — WITH OUR TRADE MARK IN COLORS

E. REGENSBURG & SONS — THE AMERICAN

BEWARE OF IMITATIONS.

ON SALE EVERYWHERE

Constant Growth

signifies

Constant Merit!

Cigars that hold the confidence of their smokers pay dealers best.

DIAMOND JOE CIGAR FACTORY brands stand pre-eminently in a class of their own.

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Evansville, Ind.

WARREN BECK & BRO.

Ten-Cent Brands:
Duke of Westminster
Admiral Gherardi
Gen. Warren
La Resplender Marcana
La Cantidad

Cigar Manufacturers

York, Pa.

Michael Hose A. F. Brillhart

Dallas Cigar Co.

Manufacturers of CIGARS & Dealers in LEAF TOBACCO,

Dallastown, Penna.

A. D. KILLHEFFER, MILLERSVILLE, PA.

Maker of High Grade Cigars.

No Salesmen. Communicate with Factory.

E. ROSENWALD & BRO.

THE TOBACCO WORLD

Established in 1881. Vol. XXVII., No. 8. | PHILADELPHIA and NEW YORK, FEB. 20, 1907. | One Dollar per Annum. Payable in Advance.

PHILIPP J. KOLB & CO.

IMPORTERS & PACKERS OF LEAF TOBACCO

PHILIPP J. KOLB
WILLIAM J. LANAGAN

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•CENTRAL UNION•

No other brand of Tobacco has grown so quickly in public favor.

Reasons:
Quality, Price,
Union Label,
Friendly Dealers' Aid,
and
Tobacco Trust's Hostility.

United States Tobacco Co., Richmond, Va.

SUMATRA TOBACCO

The Kind that Wraps Economically

H. DUYS & CO.

No. 170 Water Street, New York

The Leading Exclusive Sumatra House

Amsterdam House:—De Amsterdamsche Tabakshandelmaatschappij.

Growers and Packers of

FLORIDA TOBACCOS

Write for Samples

SCHROEDER & ARGUIMBAU

178 Water Street, New York

THE 5c. CIGAR that you'll say is "All to the Front."

El Draco Cigar Mfg. Co. Philada.

EISENLOHR'S Cinco Philadelphia CIGARS

Clean as the Food You Eat
Vesper CIGAR 5¢

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
(NICKELBY, 5c.)

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

PHILADELPHIA
SMOKE
VENTERLEIN BROS.'
SABOROSO
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CIGARS
BOSTON

Sumner Greene — E. T. Colgan
SUMNER GREENE & CO.
Manufacturers of
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2330 MARKET ST., PHILADELPHIA

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W. K. Gresh & Sons, Makers, Norristown, Pa.

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
114 N. 7th St. Philadelphia

SUPERIOR Quality and Workmanship

Vicente Portuondo CIGAR MFG CO. PHILADELPHIA Cigars

Factory No. 968, First District Penna.

YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
ALL JOBBING HOUSES

If You Want to be in HAVANA
Smoke CAMELA 5c.
Made by CIGARS
HENRY HEYMANN'S SONS
Sinking Spring, Pa.

Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U.S.A.
Sole Owners and Manufacturers.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

UP CONNECTICUT WAY.

A news dispatch to the New York Commercial says that "The tobacco buyers are still looking for good crops and are buying when they can do so at the prevailing prices. The quality of the crop this year does not seem to make as much difference in the price as one would naturally suppose, as the buyers do not go above certain figures under any circumstances.

"In two or three of the warehouses part of the packing has been put through the sweat-room, has been sampled and is ready for the market. If this tobacco meets with a ready sale, it is more than likely that the buyers will take the money that they receive for the goods and put up another packing-house. They will be in a position to know what the demand is and what prices can be obtained. If the sweat goods sell well it will be of considerable benefit to the growers that have not sold, as it may bring the price up a little to have a half-dozen buyers anxious to get enough to fill their sweat-rooms.

"The outlook for the growers, however, is rather dubious for high prices this season or perhaps future seasons, unless they get together in some way. All the oratory that has been expended in accusing the dealers of organization, combining to keep down prices and a dozen other things, has been wasted. The only way that the growers can hold their own is either to organize and stick together or else put up their own crops and sell direct to the manufacturers. The latter plan works all right for the man that raises 30 or 40 acres of the weed, but for the small grower it is impracticable. Perhaps the new hybrid tobacco which gives so much promise will open a new field for the growers in this section, and the Florida bugaboo be scared away. At present the buyers seem to control the situation."

East Hartford.

Wm. L. Huntting & Co. have begun packing in their new warehouse, which is one of the most commodious in the State, if not in the country.

The building is a three story and basement structure, in which all modern appliances will be installed, including electric elevators, etc.

In the basement the sorting and packing is done, while the first floor is devoted to offices and sample rooms, with some storage room to spare. The second and third floors are used entirely for storage purposes.

The offices are most tastefully and comfortably furnished.

WATCHED THE BOOKKEEPER.

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THE 5c. CIGAR that you'll say is "All to the Front."

El Draco Cigar Mfg. Co. Philada.

"Cheaper as the food You Eat"
Vesper CIGAR 5¢

(LORD LANCASTER, 10c.)

Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.

(NICKELBY, 5c.)

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

PHILADELPHIA
SMOKE
VENTERLEIN BROS
SABROSO
PHILADELPHIA
CIGARS
BOSTON

Sumner Greene — E. T. Collis
SUMNER GREENE & CO.
Manufacturers of
Greene's Seal
Cigars
2330 MARKET ST., PHILADELPHIA

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
114 N. 7th St. Philadelphia

SUPERIOR Quality and Workmanship

Vicente Portuondo CIGAR MFG CO. PHILADELPHIA Cigars

Factory No. 968, First District Penna.

YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
ALL JOBBING HOUSES

If You Want to be in HAVANA
Smoke CAMELA 5c.
Made by CIGARS
HENRY HEYMANN'S SONS
Sinking Spring, Pa.

Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U.S.A.
Sole Owners and Manufacturers.

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

UP CONNECTICUT WAY.

A news dispatch to the New York Commercial says that "The tobacco buyers are still looking for good crops and are buying when they can do so at the prevailing prices. The quality of the crop this year does not seem to make as much difference in the price as one would naturally suppose, as the buyers do not go above certain figures under any circumstances.

"In two or three of the warehouses part of the packing has been put through the sweat-room, has been sampled and is ready for the market. If this tobacco meets with a ready sale, it is more than likely that the buyers will take the money that they receive for the goods and put up another packing-house. They will be in a position to know what the demand is and what prices can be obtained. If the sweat goods sell well it will be of considerable benefit to the growers that have not sold, as it may bring the price up a little to have a half-dozen buyers anxious to get enough to fill their sweat-rooms.

"The outlook for the growers, however, is rather dubious for high prices this season or perhaps future seasons, unless they get together in some way. All the oratory that has been expended in accusing the dealers of organization, combining to keep down prices and a dozen other things, has been wasted. The only way that the growers can hold their own is either to organize and stick together or else put up their own crops and sell direct to the manufacturers. The latter plan works all right for the man that raises 30 or 40 acres of the weed, but for the small grower it is impracticable. Perhaps the new hybrid tobacco which gives so much promise will open a new field for the growers in this section, and the Florida bugaboo be scared away. At present the buyers seem to control the situation."

East Hartford.

Wm. L. Huntting & Co. have begun packing in their new warehouse, which is one of the most commodious in the State, if not in the country.

The building is a three story and basement structure, in which all modern appliances will be installed, including electric elevators, etc.

In the basement the sorting and packing is done, while the first floor is devoted to offices and sample rooms, with some storage room to spare. The second and third floors are used entirely for storage purposes.

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J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia

FOUNDED 1855

John T. Dohan — SELECTED D&T VUELTA ABAJO — Wm. H. Dohan

FLOR de D&T

DOHAN & TAITT

Importers of Havana and Sumatra

Packers of Leaf Tobacco — VUELTA ARRIBA — 107 Arch St. PHILADA.

D&T

K. STRAUS — A. LOEB

K. STRAUS & CO.

IMPORTERS OF

PACKERS OF HAVANA LEAF TOBACCO

301 & 303 North 3rd St.

PHILADELPHIA.

Established 1825

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

AND PACKERS OF

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

Benj. Labe — Jacob Labe — Sidney Labe

BENJ. LABE & SONS

IMPORTERS OF

Sumatra and Havana

Packers and Dealers in Leaf Tobacco

228 North Third St., Philadelphia

Julius Hirschberg & Bro.

Importers of Havana and Sumatra and Packers of Seed Leaf

Tobacco

125 North Third St., Philada.

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana

and

Packers of Leaf Tobacco

306 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in

Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**

111 Arch Street, Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N. Y.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

H. Golinsky & Son — Importers & Packers of — HAVANA AND SUMATRA SEED LEAF TOBACCO

147 N. Third St, Philadelphia, Pa.

L. KRUPPENBACH & BRO. — IMPORTERS OF HAVANA AND SUMATRA — DEALER IN LEAF TOBACCO — PHILADELPHIA — REGISTERED 642-44 N. ELEVENTH ST.

The Empire Leaf Tobacco Co.,

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St., Phila.

J. S. BATROFF

224 Arch St., Philadelphia

Broker in LEAF TOBACCO

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. The Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the Presidency of the Rebublic: dark blue.

Fifth District of Kentucky. The record kept by J. A. Craft, the collector, showed that the collections for five working days of the month amounted to $295,356.43, an average of nearly $60,000 daily. The collections of these five days show a gain of $80,876.78 over the corresponding period a year ago.

Judge W. G. Dearing, Collector of Customs, recently received invoices from Cuba for one hundred bales of leaf tobacco for cigars consigned to a local firm. The importation duty on the consignment will amount to between $5,000 and $7,000

LANSING GETS ANOTHER FACTORY.

Lansing, Mich., Feb. 15.

Arrangements have been perfected by the Business Men's Association for the establishment in Lansing of another cigar factory. This will be conducted by Barry & Scully, a firm that has been in operation in Ionia for a long time and has built up a prosperous business.

The third floor of the Dr. Ranney building at Michigan avenue and Cedar street, has been engaged for the firm, which will begin operations here March 1, with a force of twenty employes, and it is said that the business of the firm is in such a condition that its capacity will be greatly increased.

High grade cigars, including several well known brands, are to be manufacturerd here and the force will be made up mostly of men.

The new factory of Moebs & Co., in the Bird building opposite the Union Depot, is ready to begin operations.

VIRGINIA LEAF AT $50 PER 100.

Richmond, Va., Feb., 15.

The record price of the season on the Richmond tobacco market was made this morning, when W. D. Butler & Co., proprietors of the Stonewall warehouse, sold a pile of tobacco belonging to E. S. Talley, of Louisa county, to the R. A. Patterson Tobacco Company for $50 a hundred pounds.

E. S. Talley's entire crop of 3,400 pounds sold at the following splendid prices, 100 pounds, $50; lots at $35, $30, $25, $18, $16, $13 50, $12.75, $12.50, $12.-25, $12, $10, $9.50 and $8.75. This makes a fine average price of $18.89 a hundred pounds.

The leaf breaks were fairly large this morning at all the warehouses, and whenever a pile of wrappers was offered it brought a good price.

RAID ON DAY & NIGHT PACKERS

Rivalry in Scrap Tobacco Brands. Visitors in Cincinnati.

Cincinnati, O., Feb. 16.

Disregarding the danger of being struck by huge swaying icicles suspended from network of telephone and electric wires, several hundred men, boys and girls made a picturesque raid on the ice-covered and fire-ruined plant of the Day and Night Tobacco Co., Genesee and Plum streets last week.

Almost the entire front of the building was a solid mass of glittering ice, and hanging from window ledges were icicles that apparently weighed over 100 pounds each. These were in danger of toppling to the ground at any moment, but the impending danger did not frighten the hundreds of "raiders". Through doors and windows, almost completely obstructed by ice, the eager bands crawled, and in the dim light of flickering candles selected undamaged cartons of chewing tobacco.

The unique raid commenced immediately after the last relay of overworked firemen and police had been withdrawn from the scene, and after every vestige of fire had been extinguished. There were no police officers in the vicinity at that time, and the curious spectators who made cursory inspections of the interior of the gutted plant discovered that in the central portion of the building there were large boxes containing tobacco. One youth gave the signal that was followed by a rush that resembled an exciting finish in a foot ball game. Slipping and sliding over the ice-covered window ledges the daring youths invaded the structure.

The news spread like wild-fire throughout that portion of the West End district, and in less than half an hour the crowd was greatly augmented. Several boys secured over 200 packages

RUTHERFORD CLEAR HAVANA CIGARS Are Popular Because They Please the Consumer.

A Good Pair to Go On . . .

Two of Our Popular Five Cent Brands. Our Goods are Made of Best Selections, Made Carefully, and Made to Duplicate.

Wolf, Neff & Co.

RED LION, PA.

T. E. BROOKS & CO.

RED LION, PA.

MANUFACTURERS OF ALL GRADES OF

Pennsylvania Cigars

FOR THE WHOLESALE JOBBING TRADE

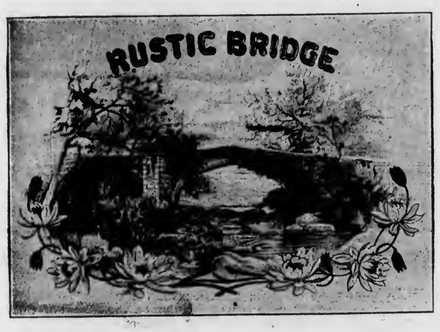
DISTRIBUTORS WANTED ON OUR SPECIAL BRANDS:

GOV. WRIGHT — REGAL DUKE — DON SEGNO — GEN'L YORK

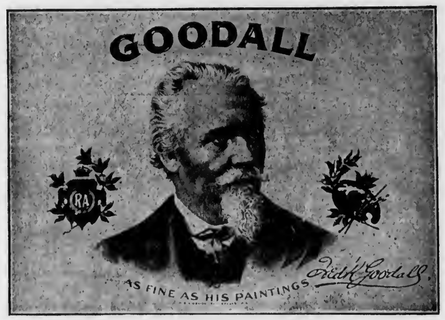
HAVANA SWEETS and MANUEL F. DOMINGUEZ

SAMPLES UPON REQUEST

W. A. LAHR



Wholesale Cigar Manufacturer



Red Lion, Penna.

Get our prices, and make a fair comparison with those of other factories.

Correspondence invented with the Wholesale and Jobbing Trade.
Samples Free to Responsible Houses.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Gieske & Niemann, Packers & Dealers in Leaf Tobacco

No. 204 South Charles Street
Baltimore, Md.

of chewing tobacco and did a flourishing business along Central avenue disposing of the tobacco at a penny a package. The raid continued for over three hours, and during that time it is estimated by an observer that over 5,000 packages of tobacco had been carted away. The raid will undoubtedly deplete the sales of many small tobacco sellers in the West End during the next month.

Independent tobacco manufacturers are making strenuous efforts to popularize their goods in this market at present. The Blue Moon people are pushing vigorously their new product here, and in more central points of the State, with indications of much success. Some extensive advertising is also being done here by bill boards and other means to further exploit Mail Pouch scrap tobacco of Block Bros. Tobacco Co., Wheeling W. Va.

The Globe Tobacco Co., of Detroit, Mich., last week commenced an active campaign here on the Globe brand of scrap tobacco, by sampling many sections of the city. The brand is a comparatively new one for the house, and is put up in 2½ ounce pouches.

The Uncle Sam Tobacco Co. will soon be ready to begin to market its new brand of Uncle Sam, another new piece of scrap tobacco. The factory building which has been undergoing alterations is nearing completion, and machinery is being installed.

Jos. B. Westheim, of the Jose Lovera Co. and E. M. Schwarz & Co., New York, has been among the jobbing trade lately, and will proceed from here to the coast.

Emil Kleiner, of E. Kleiner & Co., New York, was here recently and scheduled a nice lot of orders for his firm's products, including the Lord Macauley and La Aurora brands.

J. H. Braman, formerly Secretary of the Queen City Co., before its merger with the Day & Night Co., but who was later offered a position in New York, has decided, after much deliberation, to remain in Cincinnati.

A. Kauffman, with A. G. Kauffman & Co., New York, was also a recent visitor among the trade in the Queen City.

TOEDMAN CIGAR CO. EXPANDING.

Miamisburg, O., Feb. 5

The Toedman Cigar Co., of this place, is one of the most progressive concerns in the Buckeye State, is making rapid progress in its poilcy of expansion.

The company was established quite some years ago, by Chas. Toedman, the present president of the company, but it was not until early last fall when Mr. Toedman was joined by W. D. Linder, formerly engaged exclusively in the leaf business at Miamisburg, that the plans which are now being carried out, were fully formulated.

In addition to holding the presidency Mr. Toedman is also manager of the sales department, while W. D. Linder, who is vice president, is also manager of the leaf department. They have completed a new three story building, which is being used in addition to former premises, which cover nearly a block. The demand for their product has grown at such a rapid rate that the additional facilities became almost imperatively necessary.

Constitution Seed & Havana Cigars are the Best that can be made. Do you sell them?

LOW STOCKS IN LANCASTER.

Packers Nearly Sold Out, and Stocks are Decreasing.

Lancaster, Pa., Feb. 18.

The leaf market was rather quiet during the past week, and only a comparatively small volume of business was transacted in old goods.

Packers now declare their holdings are pretty well sold out, and in fact it is known that some have sold out entirely. There is possibly a total of 10,000 cases remaining in their hands.

Receiving of the new crop is going on uninterruptedly and in only a few weeks more all that has been purchased will have been delivered to the packing warehouses.

A few more crops of new tobacco are being bought up here and there, but invariably at lower prices than were paid for tobacco last fall and in the early winter.

I. H. Weaver, one of the most prominent tobacco dealers, with several friends, has become interested in tobacco raising in Florida, and recently made a trip to the Peninsula State, to look over the premises under consideration. Immediately upon his return from the South he left again for Connecticut to inspect the packings there.

Herman Stein, stogie manufacturer and leaf tobacco packer and dealer, residing at South Prince and Andrew streets, has purchased an interest in the cigar manufacturing business of Geo. Fritsch, on Laurel street, who has been in the business for a number of years, and for some time was operating a union factory. The business will be continued under the firm name of Geo. Fritsch & Co., and no material change is contemplated. The factory, too, will remain in the present premises.

John N. Kolb, general manager of the Theobald & Oppenheimer Co., while on a tour of inspection to their various factories, of course also included the Lancaster branch, where, he states everything is running in first class shape, under local superintendent Glein, who was retained by the company when they took over the Glein factory for their purposes.

Geo. F. Schnath, representing A. Cohn & Co., New York, was in the city last week, and secured some good business on Sumatra.

The charter of the Federal Cigar Real Estate Company has been received at the recorder's office. The object is to purchase and sell real estate in this city. The stockholders are: H. E. Lipscomb, James M. Graybill, H. C. Berger, M. H. Brackbill and C. T.

(Concluded on page 22)

Established 1895 Telephone Connection

T. L. ADAIR
Manufacturer of
Fine Cigars
Red Lion, Pa.
Special Lines for the Jobbing Trade

SIGNS!

Designers, Printers, and Lithographers of
CLOTH, ROPE FIBER and CARDBOARD SIGNS, AND PAPER POSTERS.

In Weatherproof Colors

We have Something New In FOLDED EDGE SIGNS.

UNION LABEL on Work When Desired
We Furnish QUALITY AND SERVICE

Write for Prices and Samples
THE MASSILLON SIGN & POSTER CO.
MASSILLON, OHIO.

GEO. W. BREMER, Jr.

BREMER BROS.

119 N. Third St., PHILADELPHIA

WALTER T. BREMER

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia

Long Distance Telephone, Market 3025.

Cable Address, "Heiland, Lancaster" Telephone Service

JOHN F. HEILAND & CO.

COMMISSION MERCHANTS AND DEALERS

Leaf Tobacco

Eastern Agents MaGee Tobacco Case

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George H. Rumrill, Janesville, Wis.:
The Miami Valley Leaf Tobacco Co., Dayton, O.:
The Krohn Tobacco Co., Windsor, Ct.:
Dowzard & Koking, Cincinnati, O.:
F. W. Dohrmann & Son, Cincinnati, O.:
Meiskey & Heiland, Lititz, Pa.

48 E. Chestnut Street

P. O. Box 178

LANCASTER, PA.

HENRY RINDSKOPF

Packer and Importer of

Sumatra, Havana and Domestic LEAF TOBACCO

N. E. Cor. Fifth and Washington Sts.

Reading, Pa.

John U. Fehr Established 1883 Geo. N. Fehr

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Importers and Packers of

Leaf Tobacco

700 Franklin St., 101 to 107 S. 7th St.,

READING, PA.

S. Weinberg

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

121 North Third Street

PHILADELPHIA

Tobacco

H. VELENCHIK S. VELENCHIK

VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630-636 N. Prince St.

Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of Sumatra and Havana

Packers and Exporters of and Dealers in Leaf Tobacco

LARGEST RETAILERS IN PENNSYLVANIA

No. 240 Arch Street, Philadelphia, Pa.

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.

Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

BETTER OUTLOOK FOR NEW CUBAN CROP.

Additional Rains Revive Hopes of a Fair Crop in Vuelta Abajo, Semi-Vuelta and Partido Sections.

(Special Correspondence of The Tobacco World.)

Havana, Cuba, February 11, 1907.

Business during the past week was very quiet, and the number of transactions made was small, as there are only a few buyers in town, but prices seem to be keeping up. Suitable classes, excepting Remedios, are getting scarcer each day, and it is exceedingly difficult to make any selections that will answer for clear Havana cigar manufacturing.

In talking to one of our principal dealers, he expressed regret at prevailing high prices for Remedios, and stated that he fully understood the difficulty the American manufacturers will have to raise prices for their cigars. He feared that the consumption of Remedios would be reduced more than any other class of tobacco, as the manufacturers naturally will make a few sprigs of Remedios do in a filler while, with lower prices, they formerly made the whole filler bunch out of Havana tobacco, and now they will employ substitutes in order to save themselves from possible ruin.

Under these circumstances his opinion is that the prudent packers will abstain from rushing into the field, and paying the abnormally high prices for bundled tobacco of last year, to the farmers, remembering well the year 1900 and its dire consequences. Of course some of the houses which packed tobacco last year and made money, may think they can do the same thing again this year, but conditions may not be identical. It remains to be seen, whether they may not regret their haste in buying too soon at high prices.

Unless the weather condition from now on should be entirely unfavorable, the chances are that we will see a tolerably large and fair crop of Vuelta Abajo, and the same may also hold true of Semi Vuelta and Partido, as it rained again in those districts last week. In the beginning, high prices may be paid by some of the smaller manufacturers who are in great need of stocks to keep their factories running, but unless the present indications are wrong, more reasonable figures ought to prevail next fall and winter.

I have learned that already some of the temprano cut tobacco is in "pilon", and that by about the middle of March some new tobacco may be in the market. The quantity will however be very small, and in all probability our local manufacturers will secure it as soon as it is offered for sale.

Some sales are said to have been already made in the Partido section, of green tobacco in bundles, and for which very high prices have been paid, but it is a question as to how this tobacco will turn out during the fermentation in the piles. Such operations are very risky indeed. The general opinion seems to be that there will be plenty of wrappers this year in Partidos.

Sales

The Santa Clara province apparently is still needing rain, as quite a number of districts are complaining of not having had any or very few showers, which simply allayed the dust for a few hours.

this week were 1,034 bales, of which 434 were Vuelta Abajo and 600 of Remdios. For the American market 837 bales were secured and 197 were sold to local cigarette manufacturers.

Buyers Come and Go.

Arrivals:—H. Simon, Ed Youngheart of Ed Youngheart & Co., of Montreal; Michael Oppenheimer, Frank Tilford, of Park & Tilford, Richard Sichel, of D. Rosenbluth, of New York, and Fritz Lederer, representative of Heinrich Neuberger, Bremen, Germany, and E. Rosenwald & Bro., of New York.

Departures:—Peter Wohl and J. H Comstock, for Chicago; H. Lowenhaupt for St. Louis; A. E. Morris, H. Simon, and Ed Youngheart, for Montreal; Sol Hamburger, M. Oppenheimer and Joseph Mendelsohn, for New York.

Havana Cigar Manufacturers

have lately received some good orders from the United States, as well as from Great Britain and Germany.

H. Upmann & Co. shipped 650,000 cigars during the past week and report that business in their famous H. Upmann factory is as good as they can wish for at this season of the year. Every cigarmaker's table is occupied.

Partagas is likewise doing very well, as Cifuentes, Fernandez & Co. have received many orders from the American importers who have been and are still visiting our city.

Behrens & Co., owners of the Sol factory, have increased their sales in the island of Cuba, enormously, and as this demand is only for dark colors, they are very fortunate now to be able to satisfy the craze for light colors which exists in many countries. According to internal revenue statistics there are yearly consumed nearly 200,000,000 cigars, and which added to our exports will make a production of over 450,000,000, which shows that the home trade is well worth trying for.

Ramon Allones is working very steadily, having no lack of orders.

Eden is likewise doing very well, as Calixto Lopez & Co. are receiving plenty of orders from everywhere.

Buying, Selling and Other Notes of Interest.

Grau, Planas & Co. were sellers to the extent of 450 bales of Remedios.

Fritz Lederer, who has been the resident buyer of the exceedingly well known firm of Heinrich Neuberger, of Bremen, Germany and also of E. Rosenwald & Bro., New York, returned on Wednesday last, by the steamship Havana from New York, in order to look over our present market situation, and eventually to lay his plans for the coming campaign. Including the packings made by him in the country and the purchases made here in town, he

Constitution Seed and Havana stands for Quality and Workmanship. Remember that.

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA.

Bankers and Commission Merchants

SHIPPERS OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF

The Celebrated H. UPMANN Cigar Brand

FACTORY: PASEO DE TACON 159-169

OFFICE: AMARGURA 1 HAVANA, CUBA.

PABLO PEREZ CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous Lowland Vuelta Abajo Vegas

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

Lewis Sylvester & Son

HAVANA, CUBA Monte 56 || NEW YORK 165 Front Street

Packers and Importers of

Vuelta Abajo, Partidos, Remedios

BEHRENS & CO.
Havana, Cuba
Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE
Sole Representatives for the United States and Canada:
National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez
LEAF TOBACCO MERCHANTS
Principe Alfonso 116 y 118
Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.
Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA
Monte 114
P. O. Box, Apartado 270
Cable: ZALEZGON
Habana

BRUNO DIAZ — R. RODRIGUEZ
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125
Cable: ZAIDCO — HABANA, CUBA

S. Jorge — Y. P. Castaneda
JORGE & P. CASTANEDA
Growers, Packers and Exporters of
Havana Leaf Tobacco
Egido, Corner Dragones Street, HAVANA

PARTAGAS
Independent Cigar Factory
The Oldest Brand

The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER — Habana, Cuba

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123
Cable: ONILEVA — Habana

SUAREZ HERMANOS
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA

J. H. CAYRO & SON
Dealers in Leaf Tobacco
Specialty: Vuelta Abajo and Partido
Warehouse and Office: 92 Dragones Street, HAVANA, CUBA
Cable Address: "JOSECAYRO" — Correspondence Solicited in English

HENRY VONEIFF — F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
PACKERS and EXPORTERS of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA
Branch Houses: 616 W. Baltimore Street, Baltimore, Md. P. O. Box 433, Tampa, Fla.

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ
J. M. GARCIA Y CIA.
Almacenistas de Tabaco Partido y Vuelta Abajo
CON VEGAS PROPIAS
San Nicolas 126 y 128 Cable: "JOMAGARCIA" HABANA, CUBA

must have handled at least 10,000 bales last year, and therefore is one of our most influential buyers of Havana tobacco.

Sobrs. de A. Gonzales disposed of 197 bales of Vuelta Abajo.

The new Ward Line steamer Havana, which arrived on her maiden trip last Wednesday, was greeted vociferously by all the steamers and tugs in port, when entering the harbor at 6.15 a. m. and as she was covered with bunting from bow to stern, she presented a very beautiful appearance. She brought over 170 first-class passengers, besides a number of second-class and a few immigrants.

Rodriguez, Bautista & Co. closed out 150 bales of Remedios.

Loeb-Nunez Havana Co. is dong a very fair business, and is shipping quite a number of bales weekly. Don Leopold Loeb, the president of the company took a trip to the country in an automobile, going all over the Partido an a goodly portion of the Vuelta Abajo section, in order to post himself thoroughly, as far as the new crop is concerned.

Receipts From the Country

	Week ending Feb. 9 Bales	Since Jan. 1 Bales
Vuelta Abajo	2	652
Partido	—	130
Matanzas	1	18
Remedios & S. Clara	352	4,073
Santiago de Cuba	174	651
Total	529	5,524

WHAT IS DOING IN BOSTON.

Trade Shows Some Improvement Over Last Week, But is Still Slow.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., Feb. 18.

Retail trade with the better class of stores showed a slight improvement over the previous week, but the general consensus of opinion in the trade indicates that business is a trifle slow. Retailers have been taking advantage of the many gratis deals being offered by the American Tobacco Co., and also have put in trial orders for many new brands of cigarettes, etc. that are being pushed by independent concerns. The outlook for a prosperous spring business is brightening daily, but the weather we have been enduring of late has been the cause of the dullness of trade, although if it continues to remain like the past few days, business this season will yet be satisfactory to all.

Jobbers are finding collections quiet but are doing their usual business. There is the usual competition going on among some of our jobbers, one concern in particular, on Hanover street, has been doing a slashing business for the past few months. They are reputed to be selling many of our prominent retailers the popular brands of cigars, tobacco and cigarettes on a one per cent. profit basis. Just how long they can exist on such profits is a question, and many of our wholesalers are wondering how long the thing will last.

I noticed a news item today in one of our local dailies stating that the trust had purchased three independent snuff factories in Baltimore and now controls the trade. This is probably an error, because the Byfield Snuff Co., Byfield, Mass., makers of the popular Red Top Snuff, are doing an extensive business in the New England States, and are gaining ground every day.

The White Rolls cigarette is being advertised considerably here, and many attractive window displays can be seen about town. One of the advertising show cards of White Rolls consists of the picture of an Egyptian maiden dressed in Hoochee Coochee fashion, and I understand that the Watch & Ward Society are after the Boston representatives of the Ware Kramer Tobacco Co., makers of the White Rolls cigarette, to stop the distribution of this picture.

George Melhado, a South End wholesaler, is now giving away a handsome cigar cutter and lighter with every 500 of his Donato, a Porto Rican 5 cent cigar, made up in five different shapes. The cigar is really a good one and ought to be a big seller before long.

The Goodwin Sisters, Scollay Square, are selling a lot of Gans Bros.' little 5 cent pony William the Fourth cigars over their counter and say it's a winner.

Sam H. Kitses, a retailer on Tremont street, near Berkeley, is on the sick list.

Al Blum and a crew of salesmen have started in, doing some right good work on Egyptian Straights and Pall Mall cigarettes.

H. K. Kerstein, proprietor of Charak's branch cigar store, corner of Chambers and Cambridge streets, will hold a celebration on the 25th. If you see him, ask him why.

Albert F. Hocknell, who is now drumming the retail trade for Jos. McGreenery, is working on the Poet and Marksman cigars, and reports trade as being very good with him the past few weeks.

Man. Gold, who was connected with the firm of Benn Lett & Co., has accepted a position as city salesman with Bieringer Bros. Co., and for the next few weeks will endeavor to place the Flor de Franklin cigar with the trade. This is the latest 5 cent cigar taken on by Bieringer Bros., Co., and it is said to be a cracker-jack.

A new retail cigar store will shortly open for business at 9 Merchants' Row. H. White, who conducts a retail store in Roxbury, will be proprietor of the new store.

E. M. Davis, formerly with the American Tobacco Co., is now representing the R. &. W. Jenkiinson Co., Pittsburg, Pa., makers of high grade stogies. Mr. Davis is well acquainted with the wholesale trade and he is doing very nicely, having opened up some new and very desirable accounts for his firm.

Herbert Nelson, representing Durlach Bros., of New York, importers of Porto Rican cigars, is in town.

George Finn manager of one of Mandel's Union cigars stores was an important government witness this week in the Federal Court.

R. J. Hancock, a prominent retailer in East Boston, has applied for a license to manufacture cigars in the rear of his store on Meridian street, in that city.

D. Bendetson, the wholesale tobacconist has just taken on two new brands Aguila de Cuba and The Tray cigar. With the latter brand a handsome

(Concluded on page 18.)

Rutherford Clear Havana Cigars
are sold by successful dealers.
There is a Reason.

LUIS MUNIZ — MANUEL MUNIZ — HILARIO MUNIZ
VENANCIO DIAZ, Special Partner
MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

JOSÉ F. ROCHA,
Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba
San Miguel 100,
Cable: "DOSALLES." HABANA, CUBA.

CHARLES BLASCO
Commission Merchant
Leaf Tobacco and Cigars
1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA
Cable:—REFORM.

A. M. CALZADA & CO.
Packers and Dealers in Leaf Tobacco
and COMMISSION MERCHANTS
Monte 156, HABANA, CUBA.
P. O. Box, 595. Cable: "CALDA."

MENDELSOHN — LOUIS A. BORNEMANN — MANUEL SUAREZ
Mendelsohn, Bornemann & Co.,
Importers of HAVANA TOBACCO
and Commission Merchants
New York Office: 196 WATER STREET
Havana, Cuba: MANUEL SUAREZ y CA., Amistad 98

Cable Address: DERBA. Telephone: 1629 John.
WM. BADER
Importer of Havana Tobacco
4 Burling Slip, NEW YORK
A Specialty of HAVANA WRAPPERS and FILLERS at retail. Mail orders promptly filled.

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Almacenistas de Tabaco en Rama
Especialidad en Tabaco de Santa Clara de Primera Clase
Cable: "CASIN"
AMISTAD 97, HABANA.

ERNEST ELLINGER & CO. *Office:* *No. 161 Water Street* *New York*

Importers of HAVANA TOBACCO

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.

NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.

Importers & Packers of **Leaf Tobacco**

Telephone—346 John. **No. 150 Water Street, NEW YORK.**

Starr Brothers

IMPORTERS AND PACKERS OF **LEAF TOBACCO**

Established 1888. Telephone, 4027 John. **No. 163 Water Street, NEW YORK.**

M. F. SCHNEIDER

IMPORTER OF

Sumatra Tobacco

NES. CORNER KUIPERSTEEG AMSTERDAM.
TELEPHONE, "377 JOHN."

2 Burling Slip, NEW YORK.

J. BERNHEIM & SON

HAVANA TOBACCO

134 MAIDEN LANE.
NEW YORK.
Almacenes de San José, HAVANA, CUBA.

Joseph Hirsch & Son

IMPORTERS OF

SUMATRA TOBACCO

O. Z. VOORBURGWAL 227
Amsterdam, Holland.

OFFICE:
183 Water St.
NEW YORK

Cable Address: "HERE."

TOBACCO NEWS OF GREATER NEW YORK

New York, February 19.

A more than ordinarily quiet market has been experienced by the New York leaf trade during the past week so far as seed leaf is concerned. True, there were a few out-of-town buyers in the market, but what purchases were made, seem to have been done with a view to adding just sufficient stock to carry them over for a short time, and in the hope of being able to buy a little later on at a possibly lower price. In view of the fact that the cigar industry has not only not felt any appreciable falling off in trade, but on the contrary, it showed substantial progress this year, it seems plainly apparent that manufacturers must be using up as much of their stock as is possible, and buying no more at present than they absolutely must, to keep going. Consequently the leaf houses while doing some business, of course, found that it consisted in the aggregate of a number of small quantity sales. The progress of the cigar industry is shown by the returns from not only the chief manufacturing districts, but nearly every district of the country shows a fairly wholesome condition to exist.

The Sumatra market has also suffered during the past week, according to current reports, but to a lesser extent than the seed leaf. It is stated, however, that stocks are pretty well depleted and both importer and manufacturer are turning their attention to and awaiting with deep interest the arrival of early reports concerning the new goods.

In Havana tobacco, the market has been about normal as to the amount of business done, and while there has been no material change in prices, the market is, to say the least, a little easier. Goods are being more freely offered and buyers are readily found.

The recent acquisition of a controlling interest by the purchase of 20,000 of the 25,000 shares of the stock of the New York and Cuba Mail Steamship Co., by Charles W. Morse, caused no little comment in trade circles, for the reason that it was reported that there was soon to be organized a new corporation with a capital of $20,000,000 to take over the present company, which is capitalized at only $2,500,000, and for a time some fear was entertained of a possible raise in freight rates, but it was later stated that this was without foundation of fact.

The New York & Cuba Mail Steamship Co. is perhaps better known to the trade as the "Ward Line," by which name it was generally referred to. It was also rumored as early as last week, that Mr. Morse had entered negotiations for the purchase of the New York & Porto Rico Steamship Line, but it was not until today that any reliable information could be had. It was today announced that Mr. Morse had secured control of the New York & Porto Rico Steamship Co., just before sailing for Cuba on Saturday last.

The culmination of the negotiations virtually gives the Morse interests control of the coast-wise shipping of the Atlantic seaboard. The Southern Pacific, Old Dominion and Savannah Lines being the only Atlantic coast trading lines that are not aligned with the Morse interests.

The largest vessels of the newly acquired fleet are the Carolina, which is 5,100 tons and is 404 feet long; the Coamo, 5,000 tons and 386 feet long; the Ponce, 3,500 tons and 335 feet long; the San Juan, 3,500 tons and 335 feet long, and the Santurce, 1,900 tons and 255 feet long.

Morse interests also control the Clyde Line, with twenty-two vessels; the Ward Line, with eighteen, and the Mallory Line, with eleven vessels, all of which are employed in Southern coastwise shipping; the Metropolitan Steamship Company, with four vessels, plying between this port and Boston; the Maine Steamship Company and the Eastern Steamship Company, with fifteen vessels, together with the Hudson River Navigation Company.

For years Mr. Morse was interested in the New England steamship trade, and but lately began to extend his interests to the Southern trade. He will probably merge in the Consolidated Steamship Company of Maine, as soon as the details can be arranged, the seven steamship companies whose total capitalization amounts to more than $80,000,000.

The Consolidated Steamship Company is capitalized at $60,000,000.

Retail dealers report trade to be in a comatose condition but not exactly dull, and the only news causing much comment was the rumor of the proposed new retailers' association which was to have ample capital for pushing its projects, but some of the best posted men in the tarde denied all knowledge of such a movement, although retailers since the collapse of the New York Retailers' Association, feel the need of some active co-operative methods for the protection and advancement of their interests.

The matter of some anti-coupon legislation is being somewhat agitated in New York, and it has already been brought to the attention of one assemblyman who has promised to take the matter up, but as he is not a New York City member, he felt that it should be fathered by a Gothamite. He had been informed of contemplated action of the Pennsylvania Legislature and was provided with a copy of the bill now before that body.

It is stated that the National Cigar Stands Co. has decided to add a line of pipes to their stock, but independent pipe manufacturers deny having booked any orders for pipes for the National stands, and it is therefore believed that if it shall become a fact that the National stands add a line of pipes to their stock, their supplies will likely come from the Manhattan Briar Pipe

(Continued on page 18)

Constitution Seed and Havana Cigars
Made in the good old way.
EL DRACO CIGAR MFG. CO., Philada.

A. COHN & CO.

IMPORTERS OF

Havana and Sumatra

PACKERS OF

Seed Leaf Tobacco

and

Growers of Georgia Sumatra

142 Water Street, New York

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.

Calixto Lopez & Co.

180 Water St., New York

Will receive and attend to orders.

Cigars made strictly of the very best VUELTA ABAJO TOBACCO

Established 1840. Cable "Nasgil."

Hinsdale Smith & Co.

Importers of Sumatra & Havana and Packers of Connecticut Leaf **Tobacco**

125 Maiden Lane, NEW YORK.

EDMUND H. SMITH
ENOS SMITH

JOSEPH HOLZMAN

SUMATRA, HAVANA and SEED LEAF **Tobacco**

185 Water St., New York

Cigar Moisture and Moisture Proof Boxes and Cabinets

BUBECK & GUERIN

Office, Factory and Sample Room

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Makers of the

BACHELOR CIGAR

401-405 E. 91st Street, NEW YORK

JOHN W. MERRIAM & CO.

"At the Sign of the Bull Dog," New York

Real Habana Segar Makers and Importers

Habana Scraps and Cuttings for Sale

JOSH BILLINGS

5c. Cigar

"There hain't none better than the best."
—JOSH BILLINGS.

This Is the Best.

A cigar of merit with a push behind it.

The Best Little Cigars ever offered the American public.

Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship.
Finest package.

I. LEWIS & CO.

Makers,

Established 1870. **Newark, N.J.**

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Manager of the Philadelphia Office,

111 Market St.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

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PHILADELPHIA, FEBRUARY 20, 1907.

CONCERNING THE CIGARETTE BILL.

The Grocery World, of Philadelphia, a paper circulating largely among retail grocers and general stores throughout the country, has the following to say concerning the cigarette bill now before the State Legislature:

"Another fool bill has been introduced in the Pennsylvania Legislature this year, which will vitally affect practically all general merchants in the State if it passes. The bill forbids all manner of traffic in cigarettes under penalty of fine or imprisonment.

In discussing the righteousness of such a bill as this, the personal ethics of the cigarette habit are not even remotely relevant. The question is not whether a man should or should not smoke cigarettes; that he must settle with himself. The question is whether the Commonwealth of Pennsylvania should attempt to interfere with his smoking them if he likes.

The Grocery World says it should not. Where is the consistency in permitting a man to drink, and even authorizing the existence of saloons to enable him to drink, while at the same time forbidding him to smoke? In all probability such a law would be unconstitutional anyway, yet that is not the point. The point is that even thinking of such a law shows that our modern tendency is dangerously near to positive interference with personal liberty."

Announcement was made last week by the United States AttorneyGeneral that J. C. McReynolds, formerly Assistant Attorney General, but who resigned on the first of the year and removed to New York to practice law, had been retained by the Government to take charge of proceedings under the Federal anti-trust laws, against the tobacco combine, and to succeed to the position of assistant to the Attorney General, from which Henry W. Taft recently resigned. This office was created by an Act of Congress, which appropriated $500,000 to enable the Attorney General to carry out the provisions of the Anti-Trust and Inter-State Commerce Laws.

Much comment was made concerning the change, and later developments became obviously more interesting in view of the fact that Mr. McReynolds is a member of the law firm of Cravath, Henderson & DeGersdorf, who are said to be the attorneys for Thos. F. Ryan.

Mr. Ryan, it cannot be denied, is a dominant power in the trust directorate, and already there is beginning to be entertained a fear that the end sought may not be any more speedily accomplished than under the old regime in the Attorney General's department.

The cigarette crusade seems to be contagious, and at last has attacked Pennsylvania.

Representative Savidge, of Philadelphia, has introduced a bill in the State Legislature, which would have the effect of virtually prohibiting the sale of cigarettes, as well as cigarette paper, and forbids any person, directly or indirectly, upon any pretense or by any device, to manufacture, dispose of or give away, or keep for sale any cigarettes, cigarette wrappers, cigarette papers, or any paper made or prepared for the purpose of being filled with tobacco for smoking; or keeping, owning or be in any way connected, concerned, engaged or employed in handling or keeping any cigarettes, cigarette wrappers or cigarette papers.

It is to take effect June 1, next, and imposes a penalty for violation of a fine for each offense of not less than $25 and not more than $100.

About the only things which the bill lacks are life imprisonment and decapitation.

JAPANESE LEAF TOBACCO.

In 1896 the Government of Japan created a Government monopoly of the sale of leaf tobacco. It required every grower to bring his product to the Government officials by the last day of March at least, and the Government after inspecting and judging the qualities and classes of these leaves, pays an appropriate compensation to their cultivators, according to a schedule previously fixed and notified by the Government. The tobacco leaves are then sold to manufacturers at prices previously fixed, and these manufacturers cannot buy under any circumstances direct from the growers. The Government also imports and sells foreign leaf tobacco.

That the business has become a profitable one is shown by the latest figures, which give the profit for last year at 22,000,000 yen, or about $6,000,000, a profit which has been growing from year to year. The cultivators number a quarter of a million.

THE TOBACCO TRADE IN PHILADELPHIA.

Conditions in the retail trade are hard to define this week, for the reason that in different localities and for some cause or other, the business has varied to such an extent that we cannot say it is good, bad or indifferent, because it might be a correct report for one section of the city, while quite the contrary would be the actual fact in another section. Yet, generally speaking the retailers do not seem to be faring so badly. With the exception of one day the weather conditions have been rather more favorable for the past week. We have had two holidays or rather sort of semi holidays within the past week—Lincoln's birthday and Election day—with still another, Washington's birthday, coming on this week yet. Lincoln's birthday did not affect the retail trade very much, and yesterday, election day, it is declared by many dealers who are located in the residential sections of the city, that business actually took a spurt with them.

In some of the West Philadelphia sections, the retail dealers are doing very well, and with the rapid building up that is going on out that way, it i fair to assume that some time in the near future West Philadelphia will claim the distinction of having as fine cigar stores as any in town. West Philadelphia is progressing, and the cigar men are fully awakened to the fact.

Out Woodland avenue for instance as far as Darby, you will find it well filled with cigar stores some of which look exceptionally prosperous. And that reminds us of Jas. I. Hasson, who is one of the most popular dealers in this section. Mr. Hasson has lately adopted a coupon system of one of the coupon companies, which he says is working very well, and that he believes it is beginning to make a noticeable difference and increase in his sales. He also experienced a pretty lively trade on election day.

We have noticed fewer window decorations with the approach of Washington's birthday this year than usual, although one would think that among the 7,000 establishments of the city there would be many more than we have noticed, and that dealers would much more generally take full advantage of approaching holidays for special window dressing, and thereby draw the attention of many passersby to their respective stores.

There is a very noticeable dullness among jobbers. In fact one of the largest houses in this city stated that it was awfully flat, and collections were very tardy, from which we must judge that the retail dealers are not as a rule in the best financial condition just now, or that they have felt the effect of winter dullness so severely that they cannot pay up promptly. Living expenses are usually the first thing that is provided for out of the cash drawer, and then if there is enough left the jobber gets his, and if not, the chances are that he has to wait and depend on the debtor's honesty to make good. The jobber, of course, has long since gotten wise to the situation, and as a consequence, the dealer who has let his reputation suffer finds his supply cut short.

There was a ripple of commotion in jobbing trade circles a few weeks ago, when T. A. Carroll, a special agent of the Bureau of Corporations, of the Department of Commerce and Labor, visited the city, for an investigation. It is said that his investigation pretty clearly indicated that the trust had about 96 per cent. of the business in manufactured tobacco, cigarettes, etc.

Cigar manufacturers as a rule are busy. Healthful reports are coming in from salesmen, and February promises to be a very good month. The excellent showing of 55,358,500 cigars manufactured in the First Internal Revenue District of Pennsylvania for January was highly gratifying, as it broke all January records.

Dixie cut plug, recently introduced in the market by Arthur Hagen & Co., has met with much success.

Roy Emrey, bookkeeper for the above firm, has been very ill with typhoid fever, but is now convalescent and recuperating in Atlantic City. He will resume his duties by the latter part of this month.

F. W. Hoch, & Co., 1519 Columbia avenue, are making rapid progress in getting into their new quarters at Twelfth street and Columbia avenue.

Pent Bros. are pushing their Asphodel, and have a great display of these cigars in their show window, in the Reading Terminal building.

James Howard, of 121 Union street, was held in $1,000 bail for court, by Commissioner Craig, last week on the charge of passing counterfeit money. One morning the prisoner went into Isaac Biben's cigar store, at 712 Reed street, and gave a counterfeit silver dollar for a five cent cigar. After getting ninety-five cents change he left the store and went to Morris Briscy's cigar store, at 1308 South Seventh street. He had just tendered another bogus dollar to Briscy when he was arrested by Policeman Ferris, of the Moyamensing avenue and Dickinson street station house, who was told of the man's visit in the neighborhood and passing counterfeit money by Biben's son.

Dusel, Goodloe & Co. are making a special drive on the Cremo cigars now, and Mr. Goodloe has interviewed a number of Philadelphia jobbers for the purpose of interesting them in handling this brand.

Frank LeCompte, formerly of the cigar jobbing firm of LeCompte, Dusel & Goodloe, but who after his retirement from that firm, joined the staff of salesmen of H. Anton Bock & Co., clear Ha ana manufacturers, of New York, has visited the trade here recently and met with much success. The goods of H. Anton Bock & Co. are already well and favorably known in the trade here.

Meyer Bayuk, at 826 Chestnut street, has a very pretty window display this week. The central figure of attraction is a handsome oil painting, entitled "Fragrance". The painting portrays a small table on which is resting a box of Havana Ribbon cigars, a vase containing flowers, and half burned cigars and matches.

WARNING!

In the Circuit Court of the United States for the Eastern District of Pennsylvania

A Permanent Injunction

was granted to the EXECUTORS of the ESTATE of ISADORE LIBERMAN, deceased, and against WILLIAM F. RUWELL and BENJAMIN WILLIAMS, trading as the

Penn Cigar Machine Company,

restraining said parties from manufacturing or offering for sale any Cigar Rolling Tables, Wrapper Cutters or Pressure Rolls upon which patents are claimed by the above named Executors.

Legal process will be taken against all Infringers and Users of Machines Infringing upon these Patents.

LIBERMAN MANUFACTURING CO.

814 Winter Street

PHILADELPHIA

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

1903-4-5 Zimmer Spanish, 1905 Gebhardt, 1905 Dutch, 1905 Connecticut, etc.

Porto Rico Cigar Co.
Red Lion, Pa.
WHOLESALE CIGAR MANUFACTURERS
Major Paul
Lord Selkirk } 5c.
Arrow Point
Tom Lewis—2 for 5c.
Wholesale and Jobbing Trade Only

El Ono
Union Made
5-Cent Cigars
are as Good as Cigars Can be Made
Chas. A. Oberly, Maker
LEBANON, PA.

Wisdom on the Label
Wisdom in the Cigar

A 5c. Smoke that is so Good It is Bound to Repeat

Ohmit & Kraft
East Prospect
Pa.

Cigars of Quality Sell and Repeat.

Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

"A Wonderful Nickel's Worth"

That's What the Consumer Says About

The FERNSIDE

For He Gets That Rich Taste and Aroma
Looked For in a More Expensive Cigar

Let us send you Samples of this Steady Seller

GEO. W. PARR, Littlestown, Pa.

Jacob Labe, of Benj. Labe & Sons, sails today by the steamship Staatendam from New York, for Amsterdam, Holland, to attend the Spring inscriptions of Sumatra.

S. Ojserkes' Smokers' Paradise, at Ninth and Chestnut streets, has seven windows, all of which are tastefully decorated and a variety of goods uniquely displayed. It reflects credit upon the window dresser.

Godfrey S. Mahn, of the Godfrey S. Mahn Co., will soon visit Cuba on his regular annual trip.

Robert M. Yahn, of Yahn & McDonnell, is now in Havana, as a guest of W. H. Taylor, the Philadelphia representative of the Cuban American Manufacturing Co., of New York and Havana.

H. Bellringer was a rceent visitor in this city in the interest of the Nestor high grade Egyptian cigarettes, and reported a very large sale of his goods.

Geo. W. Bushnell, representing the Scotton-Dillon Co., of Detroit, recently returned to Philadelphia after a six weeks trip through the South and West, where, he reports, he had an exceptionally good business on his firm's products.

F. B. Robertson, of Match It fame, has returned from a ten days sojourn at Atlantic City. Mr. R. had been ill for some time, bordering on an attack of pneumonia, but by the advice of his physician made hasty exit for the City by the Sea, and is now fully convalescent.

Gus Eisenlohr, of Otto Eisenlohr & Bros., left on Saturday last, for Amsterdam, Holland, as a guest of Benn Neuberger, of E. Rosenwald & Bro., of New York. Howard E. Stevenson, the Philadelphia representative of the house, was also one of the party.

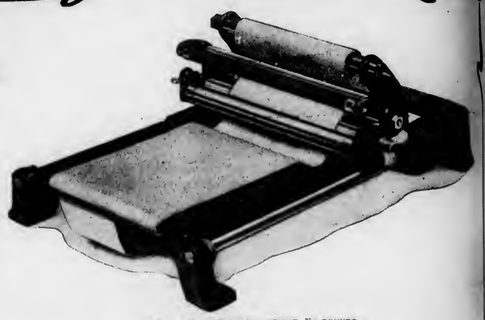
John M. Kolb, superintendent of the Theobald & Oppenheimer factories, expects to sail on the 26th inst. for Amsterdam, where he will attend the Sumatra inscriptions.

E. H. Young, of E. H. Young & Bro., Farrandsville, Pa., W. W. Stewart, of W. W. Stewart & Sons, Reading, Pa., and Herman Heilbron, Mt. Holly, N. J., all cigar manufacturers, were visitors in the leaf market this week.

The announcement of the Liberman Manufacturing Co., on page 15 of this issue, should be carefully noted by all cigar manufacturers.

J. Hirschberg & Bro. are now in possession of Florida wrappers and report that they are very busy at the present time. H. Bauer, their representative, has gone on a ten days trip through Pennsylvania.

Sickness has severely invaded the leaf trade. A small child of Samuel Grabosky, of the Empire Leaf Tobacco Co., has been dangerously ill for some time. Harry Dolinsky, of H. Dolinsky & Son, has also been confined to his home by illness. Chas. Hipple, of Hip-



SIZE, 18 BY 10 INCHES---WEIGHT, 8 POUNDS

HOW TO REDUCE EXPENSES

is the foremost thought with all manufacturers just at this time

The solution can be found in our **Bunching Device**, and this can be proven to your entire satisfaction if you will call at our offices and see it "at work."

A most cordial invitation is extended. Every opportunity given for close inspection, and such tests as you may care to make; or full information furnished upon request. **Agents wanted throughout the United States**

The Perfect Bunching Machine Co.
No. 132 South Sixth Street
PHILADELPHIA

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

ple Bros. & Co., has been ill since last week. J. Greenwald, representing G. Falk & Bro., of New York, was also laid up for several days.

PHILADELPHIA LEAF MARKET

This market is devoid of excitement this week and only a moderate amount of business was done in domestic tobacco. Of course, there was some business done, but it was of a hand to mouth nature, and did not aggregate so voluminously. There were some out-of-town buyers here who looked over the market, but who bought little, and that most sparingly. It is the concensus of opinion that manufacturers are converting all available stocks now in hand into use with the idea that they will replenish later at no greater cost than now, and have a chance on possible lower price on some grades of goods. Hence the continuing frequent inquiries, but comparatively few purchases.

Florida tobacco has been selling this week in goodly lots, and jobbers appear to be laying in stocks if the goods can be gotten at anyth ng like an apparently equitable price.

Sumatra has also been moving freely, but like last week, in small lots only. Several retail leaf houses have disposed of quite a few bales in small parcels.

Rutherford, Constitution, Hunter—a strong trio.
El Draco Cigar Mfg. Co., Philada.

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EDWIN L. KOPPELMAN CO.
7-6-1h — 81 Pine St., New York.

FOR SALE.—Fixtures of a completely equipped cigar factory; in part or whole. 65 Miller, D. & P. suction tables, Borgfeld bunching tables, Presses of all kinds, Electric Motor, Chairs, Tables, Office-desks, etc. Apply or address, 125 South Second street, Philadelphia, Pa. c

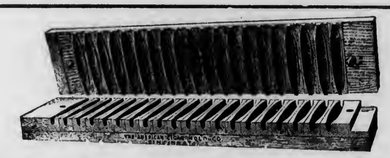
NOTICE—That on February 11, 1907, Zimmerman & Grimes, Newmanstown, Pa., bought all the rights, title and interest in the brand "Kismet," originally registered for cigars by the late D. W. Crouse, of Reading, Pa., and all persons are cautioned not to use said title, under penalty of the law.

FOR SALE.—Nice lot of 75 hogsheads; good heavy Kentucky broken leaves and scraps suitable for making smoking tobacco. Also, nice old, well sweated, well-sized cigar fillers and wrappers.
Buckner, Dunkerson & Co.,
7-11tf — Louisville, Ky.

WE PURCHASE Cigar Molds—undesirable shapes—such as No. 16,261, No. 8,832, No. 8,569. Write us, stating what you have and the quantity.
Winget Mfg. Co., York, Pa. 12-12tf

Marcus Jaskulek — Morris Jaskulek — Robert Jaskulek
M. JASKULEK & SONS
Packers and Dealers in
Leaf Tobacco
814 and 816 East Third Street
DAYTON, OHIO

Joe Endress, Jr. — A. C. Kercher
Pioneer Leaf Tobacco Co.
Germantown, Ohio
Packers of CIGAR LEAF TOBACCO



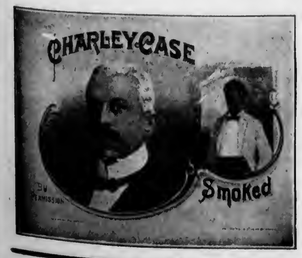
High Grade Cigar Molds
in any shape, at lowest prices.
CIGAR MANUFACTURERS' REVENUE BOOKS
25 cents each; postage prepaid, 30 cents.
The American Cigar Mold Co., Cincinnati, O.

W. H. SNYDER & CO.
Windsor, Pa.

Manufacturers of Popular Brands of

Fine and Medium Priced Cigars

Correspondence with Wholesale and Jobbing Trade only invited.
Particulars cheerfully given to responsible inquirers.



Our Leaders Include:

Honeysuckle, Rose Show,
Jumbo, Libby Dear,
Verelda, Charles Fay,
Carisima, Gov. Pattison,
Model American, and Others.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

J. F. REICHARD

Wholesale Dealer in

LEAF TOBACCO

of All Grades

Craley, Penna.

W. W. STEWART & SON

Reading, Pa.

Makers of the

JOHN HAY

LADY HELEN

10c.

JOHN HAY, Jr.

ELI PERKINS

5c.

High Grade Seed and Havana Cigars

Correspondence with Responsible Houses Solicited

L. J. SMITH & CO.

Wholesale Cigar Manufacturers

AND **Dealers in Leaf Tobacco**

RED LION, PA.

Manufacturers of

and PAN ANNA

5c. Cigars

TWO HAVANAS

Two for Five Cents

Private Brands made to order.

With Specially Designed Bands. Correspondence with Responsible Houses solicited.

SMITH BROS.

Brokers in Domestic and Imported **LEAF TOBACCO**

No. 17 Charter Street, Dayton, O.

Ohio Goods Our Specialty

OUR NEW YORK LETTER.

(Continued from page 12)

Co., which has long been regarded as a subsidiary concern of the American Tobacco Co.

One of the chipper younger members of the leaf trade is Richard H. Bythiner, who for some six years past has been a member of the selling force of H. Duys & Co., the well known Water street Sumatra house, and whose territory has been Greater New York. Young Bythiner made a very satisfactory record as a leaf salesman last year, and was given a leave of absence by his firm for a period of two months. During his sojourn through Europe, he will visit among other places of interest Berlin, which was the birthplace of his father, Louis Bythiner, a well known leaf tobacco broker of Philadelphia.

In addition to those having taken passage on the steamer Amerika, which sailed on Saturday last and which was published in last week's New York correspondence, there were also included Sigmund Rothschild, of Rothschild & Bro., and Max and Ben Meyers, of Meyer & Mendelsohn.

On Wednesday next per steamer Staatendam, there will sail William Quanjier, with Hinsdale, Smith & Co., Harry Spingarn, of E. Spingarn & Co., Max Adler, of Leonard Friedman & Co., and Kauffman Falk, of G. Falk & Bro., will also take their departure this week. M. F. Schneider, of 2 Burling Slip, expects to take passage on the 27th, per steamer Ryndam. L. Schmidt, of L. Schmidt & Co., will sail on the 22nd, per steamer Campania.

Sol Hamburger, of Hamburger Bros. & Co., returned from Havana on Wednesday last. Mr. Hamburger had spent but a few weeks in Cuba, and devoted most of his time to the Vuelta Abajo and Partido districts. This firm has been extensively engaged in stripping tobacco in Cuba and supplying American manufacturers with booked fillers.

Joseph Mendelsohn, of Mendelsohn, Borneman & Co., has just returned from a six weeks' visit to Cuba.

OUR BOSTON LETTER

(Concluded from page 11.)

banded ash tray is being given free for the returr of twenty-five bands of these cigars. Mr. Bendetson is meeting with much success on the Gladora, a union made nickel cigar.

Walter H. Kemmerly, formerly with Estabrook & Eaton, is now doing missionary work on the Egyptian Arabs, around Boston. J. Levy has been working Providence this week with Arabs and did remarkably well.

A. M. Pacholder & Co., Baltimore, Md., manufacturers of Q. T. and Y. Bet A. cigarros, announce an advance of 15 cents per M., on Y. Bet A's, commencing March 1.

George Flattaner, of G. Flattaner & Co., New York, makers of the popular Union League, 5 cent cigar, was in this city this week for a few days and went the rounds in company with Willy Rosenfield, their Eastern representative.

Fred A. Junisky, the hustling salesman for T. J. McCarthy, is meeting with much success placing the American League, 10 cent cigar with the retail trade. Another cigar called Player Best, is the latest brand put out by this concern.

Sam Marcuson, of the Khedivial Co., New York, is on a few days trip to New York, visiting headquarters.

Geo. Warren Lord, the genial manager of the cigar department of Cobb, Aldrich & Co., is quite an artist with the camera. Many interesting exhibits were recently displayed in the show windows of the firm.

H. J. Mandel is now offering his customers a new shape of the William the Fourth brand of clear Havana cigars.

TRADE NOTES.

—C. W. Rowe, has commenced the manufacture of cigars at Trenton, O., and begins operations with eight men.

—The W. H. Magrath Cigar Co. was incorporated in Boston with a capital of $25,000, by W. H. Magrath, Irving B. Vose and Herbert R. Dymond.

—The American Sunff Company has purchased the three independent factories in Baltimore and now controls the trade.

—Clayton Rabb, a cigar manufacturer at Farmington, Ia., has removed into a new building recently erected by him for manufacturing purposes.

—The cigar factory of L. A. Bucklin at Nashua, Ia., was destroyed by fire last week.

—A deal is on whereby Neil Shanahan and Will Utley expect to take possession of the cigar manufacturing establishment of W. T. Ege, at Delavan, Wis.

—C. A. Hines has opened a cigar factory at Bristol, Tenn. Mr. Hines is removing to Bristol from Abingdon.

HUNTER 5c. Cigar
is successful with successful dealers.
El Draco Cigar Mfg. Co., Phila.

J. B. MILLEYSACK

Manufacturer of

Fine Havana Hand-Made **CIGARS**

No. 821 Lake Street

LANCASTER, PA.

Correspondence with the Jobbing Trade solicited.

J. E. SHERTS & CO.

Lancaster, Pa.

Manufacturers of

High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

The Gilt Edge Cigar Box Factory

J. FRANK BOWMAN

51 Market St.

Lancaster, Pa.

CIGAR BOXES
SHIPPING CASES
LABELS, EDGINGS, RIBBONS

Cigar Manufacturers' SUPPLIES

of All Kinds

Daily Capacity, Five Thousand Boxes

W. H. RAAB & SONS

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY No. 463 ESTABLISHED 1871.

CAPACITY 75,000 PER DAY.

DALLASTOWN, PA.

Move Your Tobacco on

Box Truck

USED BY

Leading Tobacco Dealers

BUILT AND SOLD BY

The Wm. F. Kramer Co.

DAYTON, OHIO

Geo. W. Conway

DALLASTOWN, PA.

Manufacturer of

Nickel & Medium Price CIGARS

For Wholesale and Jobbing Trade

E. RENNINGER,

Established 1889.

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

Lithographers and Printers 322-326 E. 23RD ST. SAMPLES & PRICES FURNISHED UPON APPLICATION

IN STOCK AND TO ORDER **Krueger & Braun** CIGAR LABELS NEW YORK and BANDS

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE

Is specially adapted to give that Peculiar Sourish Effect desired. **Chaskel's Flavors** the **Cheapest** in the market, considering **what they do.**

A Card Will Bring More Information and Prices.

Chaskel Chemical Works

265 West Broadway, New York

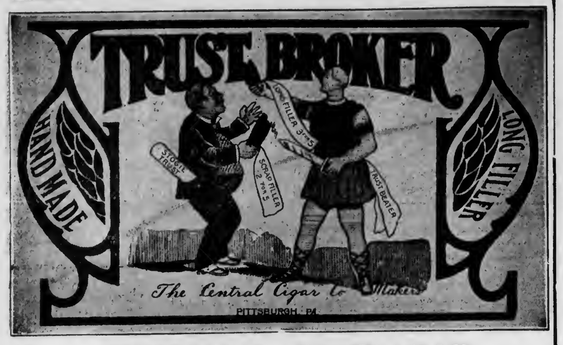
CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS



and **THREE CUBANS**

MANUFACTURED BY

Central Cigar Company

LEWIS SMITH, Proprietor

Forbes and Marion Streets, Pittsburg, Pa.

Wholesale and Jobbing Trade solicited.

UNION MADE — SOLD ON ITS MERITS

TOM BAINES

Nickel Goods.

Strictly a First Class Article—Equal to Any Union or Non-Union Cigar on the Market—Probably Better, You to Judge—and Prices No Higher than Others.

H. G. Burky, Maker, Reading, Pa.

Factory 189b, First District Penna.

UNION MADE — BLUE LABEL USED

H. G. BARNHART

Cigar Manufacturer

Springvale, Pa.

One of Our Leading Brands:

Cuban Duchess

Only High Grade Tobacco Used

Cigars always duplicate

All Jobbers Who Handle Travellers Tips

Say it Always Moves Well

"A Good Five Cent Cigar"

Abbott Cigar Co.

ABBOTTSTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day

5c. Brand

Is Strictly Union Made

Ideal Cigar Co.

CENTENNIAL, PA.

HAVANARINE

helps to make good cigars. Are you using it? if not, why? Write us for sample and full particulars.

Tobacco Improvement Co.

504 Ninth Street, N. W.,

Washington, D. C.

Trade-Mark Register.

Crowned Prince. 15,298
For cigars. Registered January 24, 1907, at 9 a. m., by M. Kivatinos, Philadelphia, Pa.

Trooper. 15,299
For cigars. Registered January 25, 1907, at 9 a. m., by United News Co., Philadelphia, Pa.

Bright Boy. 15,300
For cigars. Registered January 25, 1907, at 9 a. m., by United News Co., Philadelphia, Pa.

Mr. Goodhue 15,301
For cigars. Registered January 25, 1907, at 9 a. m., by United News Co., Philadelphia, Pa.

Thatsus. 15,302
For cigars. Registered January 25, 1907, at 9 a. m., by United News Co., Philadelphia, Pa.

Colonial Belle. 15,303
For cigars and cheroots. Registered February 1, 1907, at 9 a. m., by H. C. Little, Hanover, Pa.

Col. James M. Briscoe. 15,304.
For cigars. Registered February 4, 1907, at 9 a. m., by A. H. Nauman, Ephrata, Pa.

Digby. 15,305
For cigars. Registered February 4, 1907, at 9 a. m., by George DeNies, Philadelphia, Pa.

College Sport. 15,306
For cigars, cigarettes, stogies, tobacco and snuff. Registered February 6, 1907, at 9 a. m., by Robert Kenyon, Jr., Wilmington, Del.

Two Havanas. 15,307
For cigars. Registered February 6, 1907, 9 a. m., by L. J. Smith & Co., Red Lion, Pa.

Patsy Dudley. 15,308
For cigars. Registered February 7, 1907, at 9 a. m., by Martin L. Slater, Reading, Pa.

Union progress. 15,309.
For cigars. Registered February 9, 1907, at 9 a. m., by A. H. Naman, Ephrata, Pa.

Criolla. 15,310
For cigars. Registered February 14, 1907, at 9 a. m., by Francisco, Alvarez & Co., Cincinnati, O.

Reading Londress. 15,311
For cigars. Registered February 15, 1907, at 9. a. m., by Geo. N. Williams, Reading Pa.

Hinke D. 15,312
For cigars, cigarettes, cheroots, stogies and tobacco. Registered February 15, 1907, at 9 a. m., by E. S. Goddard, Camden, N. J.

Puritan Rose. 15,313
For cigars. Registered February 18, 1907, at 9 a. m., by Martin L. Slater, Reading, Pa.

Immense. 15,314
For cigars. Registered February 18, 1907, at 9 a. m., by Martin L. Slater, Reading, Pa.

Our Emblem. 15,315
For cigars. Registered February 18, 1907, at 9 a. m., by Martin L. Slater, Reading, Pa.

REJECTED.

Esko, Brown Boy, Dandelion, Polo, My Friend, Bestco, Get Busy, Nina, Nox All, Quakeress, Barrier, Warm Member, Little Sunshine, City Hall, Union Demand, North American, Pagoda, Rexall, The Grass Widow, The Two Stars, The Travellers, It.

Telephone Call, 432—B.

Office and Warehouse,

FLORIN, PA.

Located on Main Line of Pennsylvania R. R.

E. L. NISSLEY & CO.

Growers and Packers of

FINE CIGAR LEAF TOBACCO

Fine B's and Tops Our Specialty.

Critical Buyers always find it a pleasure to look over our Samples.

Samples cheerfully submitted upon request. **P. O. Box 96.**

J. K. LEAMAN,

Packer of and Dealer in

LEAF TOBACCO

138 North Market St.

United 'Phones — *LANCASTER, PA.*

J. W. BRENNEMAN,

Packer and Dealer in

Leaf Tobacco

Packing House, Millersville, Pa.

Office & Salesrooms,

116 & 112 W. Walnut St., LANCASTER, PA.

UNITED PHONES.

TRUMAN D. SHERTZER

Dealer in

Leaf Tobaccos

and Manufacturer of

Scrap Filler for Cigar Manufacturing

Warehouses: LANCASTER and RED LION, PA.

MAIN OFFICE:

Lancaster, Pa.

W. R. COOPER & CO.

Packers of

Penna. Broad Leaf

Dealers in All Grades of

Domestic Cigar Leaf Tobaccos

201 & 203 N. Duke Street

LANCASTER, PA.

H. H. MILLER,

Light Connecticut Wrappers and Seconds

Fine Florida Sumatra

IMPORTED SUMATRA and HAVANA

AND MUCH

Fine Filler Stock

327 and 329 North Queen Street,

LANCASTER, PA.

B. F. GOOD & CO.

PACKERS and DEALERS IN **Leaf Tobacco**

142 N. Market Street,

LANCASTER, PA.

The York Tobacco Co.

Packers and Jobbers in All Grades of

LEAF TOBACCO

Office and Warehouse, 15 East Clark Avenue

Manufacturers of Cigar Scrap Tobacco — **York, Pa.**

W. B. HOSTETTER & CO.

PACKERS and DEALERS in

LEAF TOBACCO

Georgia Wrappers Packed Like Sumatra

We Make **SCRAP Filler, Ready for Use**

York, Pa.

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO

Jobber in Sumatra, Florida Sumatra and Havana

Lemon and Arch Sts. — Lancaster, Pa.

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138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphi Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

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San Francisco, 320 Sansome Street,
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H. F. KOHLER
Nashville, Pa.
Maker of HIGH GRADE, HAND MADE
Seed and Havana and Fine Nickel Cigars
For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited

O. L. SCHWENCKE LITHOGRAPHIC CO
CLARENDON ROAD & E. 37TH ST. BROOKLYN, N.Y.
FINE CIGAR LABELS
BANDS & EDGINGS
PRIVATE BRANDS OF ORIGINAL DESIGN
BRANCHES
CHICAGO 13 HUBBARD ST. SAN FRANCISCO 321 SHANNAN ST.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

OUR LANCASTER LETTER

(Concluded from page 7)

Griman. The capital stock is $300,000, divided in 6,000 share of $50 each. James M. Graybill is the treasurer.

Early last week fire destroyed a large tobacco shed on the farm of Benjamin Heisler, at Lime Valley, Strausburg township. The shed and its contents were entirely consumed and the loss will be about $3,000, partially covered by insurance. The origin of the blaze is a mystery.

There is talk of much forthcoming litigation by suits to be instituted by farmers against packers who either refused the crops or would accept them only after making certain dockages. Some farmers refused to accept any changes whatever, and taking their tobacco home again they now threaten to attempt to force packers to accept the tobacco at contract prices, alleging that packers have not lived up to agreement. Three or four suits are being brought against one packer.

Packers interviewed, however, declare that they have not refused a single crop, no matter what price it was bought at, except when it was not delivered in the condition that the contract called for.

The ultimate outcome of several of these suits will be awaited with much interest by both packers and growers.

L. R. Brown, a cigar manufacturer and tobacco man of Brownston or West Earl, was in Connecticut recently in the interest of the leaf tobacco business.

WHAT'S BECOME OF THE BOND?

Bond of the Garver & Jackson Factory is Still Missing.

York, Pa., Feb. 18.

There has been another stirring up at Red Lion, were the failure to locate a bond, which is said to be in existence, for the Garver & Jackson cigar factory, has caused considerable speculation among the tobacco men. At the instance of Special Representative Alexander, of Philadelphia, who claimed that the factory had not been bonded, the place was closed on Friday last by Deputy Payne. In the shut down was included the box factory, which is an adjunct. The representative of the American Surety Company, of Philadelphia, one of the strongest in the country, holds that the factory was bonded for $500, and the bond placed in the hands of the manufacturers for filling at the district office at Lancaster. This they say was done through a deputy. That office was visited by a representative of the bonding company and assurance was given that the bond was all right and that the company was liable. Commissioner Yerkes was also personally visted at Washington for the purpose of having the factory released, as there are many orders on hand to be filled, especially in the box factory. He referred the matter back to Collector Hershey. The collector wrote here for the filing of a duplicate bond, as the original could not be found, and it has been requested by the local agent of the company. That the bond, which was a perpetual one, was issued, is evidenced by the list furnished the agent by the company, upon which he was to collect the regular premiums. The factory is still closed. What has become of the missing bond is the question. It was issued two years ago and up to the present time the factory has been running without interference, and the premiums on it paid.

Later, L. W. Jackson, who is interested in both the cigar factory and the cigar box factory, visited Washington and Lancaster where he was in consultation with the commissioner and collector of internal revenue, relative to the closing of the cigar and the cigar box factory.

Several years ago Mr. Jackson failed in the cigar business and subsequently engaged in the cigar box manufacturing business under the name of the Royal Cigar Box Co., and later also re-entered the cigar manufacturing field.

A movement to increase the membership to seventy-five was started last week at the semi-monthly meeting of York Council, No. 351 U. C. T., held in the club's new headquarters in Odd Fellows' hall. The Council wants to increase the membership to seventy-five in order that it may have two representatives to the Grand Council which meets at Altoona, June 7 and 8. The local Council was only instituted a short time ago and has made rapid strides. The session last week was well attended and several applications for membership were received. A new class was also taken in. The meeting

J. H. LIEFTINCK & ZOON
Sworn Tobacco Brokers
Office and Sample Rooms:
Brakke Grond and Frascati,
AMSTERDAM, HOLLAND.

STOKHUYZEN & BROM
Sworn Tobacco Brokers
Office and Sample Rooms:
Nes. 84—86 (Opposite Frascati),
AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMAN
Sworn Tobacco Brokers
Brokers to the Deli Maatschappy
AMSTERDAM, HOLLAND
Office and Sample Rooms:
87 Rokin & 100 Nes, opposite Frascati

COLOR and CANCELLING STAMPS
LEAD SEALS & STENCILS
Quaker City Stencil & Stamp Works
Incorporated
234 Arch St., PHILADELPHIA, PA.

HUNTER BEST FOR A NICKEL
is all to the front; made by
EL DRACO CIGAR MFG. CO; Philada.

BRBANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars

JOHN D. LONG
OFFICE: No. 118 Mifflin Street
Manufacturer of Cigars
FACTORY: Cor. Maple & Plum Aves.
Lebanon, Penna.
A Specialty of Private Brands. Telephone Connection Samples Sent to Responsible Houses.

HERMAN DELLE
York, Penna.
Maker of
Delman 10 and 5c.
Herdel 5c.
Alex. Martin 5c.
UNION MADE
CIGARS
Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

HARRY A. SNYDER
Littlestown, Pa.
Manufacturer of
High Grade Seed and Havana
Cigars
and EL DODIE
St. Louis World's Fair Prize Winners.
Branch Salesroom, ENDICOTT BUILDING, St. Paul, Minn.
Grace Cameron—Edward Hyde—Habersham—Club Brand

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—The Bear, The Cub, Essie, and Matthew Carey

W. R. DAUGHERTY & BRO.
Dallastown, Pa.
Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

C. E. MATTINGLY & CO.
Manufacturers of
High Grade Union Made
5c. Cigars
FOR THE Wholesale Trade Only
Union Chief
Supreme Union

McSherrystown, Pa.

R. E. JACOBY
Wholesale Manufacturer of Strictly Uniform Quality of
High Grade Seed and Havana
Cigars
Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited.

INCREASE YOUR PROFIT!
Columbia Straight Will Do It.
We bought a large supply of Good Havana and Domestic Tobacco at the right time.——We are located where Good Workmen can be had at Fair Prices.
These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.
Fred Schlaeger & Co., Columbia, Pa.
Samples on application.

..Any Flavor You Need..
We'll Turn Out in Our Laboratory Under Our Guarantee. We'll Make Your Troubles Ours.
Acme Extract & Chemical Works
E. G. ECKERT, Proprietor. Hanover, Pa.

Established 1870 Factory No. 78
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Houses

They Smoke It and Come Again

BLEND, QUALITY and WORKMANSHIP to Please the Most Critical Smokers
Manufactured for Jobbing Trade Only
The Toedtman Cigar Co.
Makers of the Highest Grade of 5c. Cigars Exclusively
MIAMISBURG, OHIO.

The American Tobacco Co.

Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug

They Please All Tastes

Always Uniform and Reliable

are held the second and last Wednesdays in every month. At the close of the business session, a luncheon was served at the Colonial Hotel grille.

The York Council has in its membership a large number of tobacconists, even members of the trade residing in Baltimore, Philadelphia and other places have joined the York Council on account of the many social features of the order and their friendship for Yorkers.

H. F. Kohler, who operates several factories in this county and whose principal place is at Nashville, was laid up for some days by illness, but is now convalescent, and his many friends are happy at seeing him about as usual.

Business is fairly good with the factories generally in this district, and not a few of them report so many orders that they will be kept busy for some time to come.

Celestino Costello & Co. have made some heavy shipments this year, and sales on their Barrister and other brands show a steady increase over the same period of last year.

The leaf trade is having a good business, their greatest difficulty appears to be in the fact that not an adequate supply of certain kinds of leaf can be gotten. This is particularly true of Florida tobacco, which is snapped up as readily as offerings are made.

RUTHERFORD CLEAR HAVANA LEADER
from the factory of
El Draco Cigar Mfg. Co., Philada.

Leaf Tobacco Markets.

BALDWINSVILLE, N. Y.

A large amount of tobacco has been received at the local warehouses this week, and large forces are engaged in handling the tobacco at all the warehouses. Chas. J. Lederman, of Lancaster is in town and has been riding with Ed. Beebe. He received two car loads Wednesday, shipping to Lancaster.—Gazette.

CONNECTICUT VALLEY.

In relation to the prices quoted last week of tobacco to the trade we will be honest, if nothing more, and say in all probability the prices to large manufacturers would be shaded to some extent, although taking the quotations of Pennsylvania leaf at wholesale it shows that the retail price is not very much in advance of wholesale prices; from 22c to 25c is what has been quoted a good many times. We must remember that the grower in this case of selling tobacco is the wholesaler, the last jobber is the retailer, and the manufacturer is the man who pays the retail price. The wholesale price is usually quite low in comparison to the final price of individual cigars to the consumer, and it can be done only by cheapening the cigar by using an inferior article, and the only way that a grower can see out of it is to raise a fine article of home-made tobacco, and

A. HUSSEY
LEAF TOBACCO

THE BEST ORGANIZ
MOST COMPLETE A
LARGEST MAIL ORD
LEAF TOBACCO
ESTABLISHMENT I
AMERICA
NEW YORK
CHICAGO
ST. LOUIS

E. S. SECHRIST
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890.
Capacity, Twenty Thousand per Day

YOU ARE LOSING MONEY.
? HOW ?
BAD ACCOUNTS.
Charging them off to profit and loss.
Paying Collection Agency Fees.
Paying Membership fees.
"DO-IT-YOURSELF"
The "Do It-Yourself" collection outfit is a system whereby you collect your bad accounts YOUR-SELF and do it in the same way that it is done by Collection Agencies, only BETTER.
? WHY ?
It is a better system.
It is easier to operate.
It keeps the accounts in YOUR OWN HANDS.
It brings the money to YOU.
It saves Collection Agencies fees.
It saves Membership fees.
It saves getting into the hands of unreliable agencies
Price $1.00 Postpaid
Each outfit contains everything necessary to collect 50 claims.
MONEY REFUNDED if on receipt you are not perfectly satisfied.
ORDER TO-DAY
United States Collection Agency
Suite 19, 163 Randolph Street
Chicago, U. S. A.
Agents Wanted Write for proposition

Wm. STEINER, SONS & CO.
Lithographers.
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540-550 W. 58TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST, PREPAID
WRITE US BEFORE PLACING ORDERS
FOR PRIVATE LABELS, BANDS, ETC.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

J. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

LABELS
Cigar Ribbons
Silk, Imitation & Muslinola Ribbon
CORRESPONDENCE SOLICITED
KEYSTONE VARIETY WORKS
HANOVER, PA.
ESTABLISHED 1890
GIVE US A TRIAL WE WANT YOUR OPINION
Printed or Stamped in Gold or Silver
BANDS
STOCK CARDS
CAUTION

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

Weidman Bros. & Moyer
Manufacturers of
Cigar Boxes
Special Attention to GOLD LEAF EMBOSSING HIGH GRADE Work
Factories:
Womelsdorf, Pa., Sinking Spring, Pa.
Established 1891

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

E. A. CÁLVES & Co. HAVANA IMPORTERS OF 123 N. THIRD ST. PHILADELPHIA

JOHN SLATER & CO.

Manufacturers of Handmade

LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues

LANCASTER, PA.

No. 21 North Main Street, **Washington, Pa.**

Imperial Cigar Co.

Home of the 'Two Friends'

Absolutely the highest grade 2 for 5 Cigar in the United States.
Manufactured on honor and sold on its merits.
We defy competition, and court opposition.
Samples cheerfully sent free to any part of the United States. Sold to Jobbers only.
Our motto, The best is not too good

Imperial Cigar Co.

Hanover, Pa.

SOMETHING NEW AND GOOD

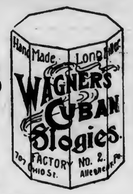
WAGNER'S

CUBAN STOGIES

Manufactured Only by

LEONARD WAGNER

Factory No. 2 **707 Ohio St., ALLEGHENY, PA**



GEO. STEUERNAGLE

Manufacturer of

Pittsburg Stogies

Goods sold direct to Jobbers and Dealers

5143 Penn Ave., Pittsburg, Pa.

OLDEST MANUFACTURERS OF

PEACH and PRUNE ESSENCES

Also of the

World Renowned and Non-Evaporating

SPANISH BETUNS

Cigar and Tobacco Flavors, Sweeteners, etc.

Write for Free Samples and Particulars
Guaranteed to be the Strongest and Best
Established 1855

FRIES & BRO.

92 Reade Street, NEW YORK.

stop paying from $3.50 to $4.50 for Sumatra tobacco (strips).

Our correspondent writes:

North Hatfield, Mass.: "Eighteen acres of tobacco have been sold by Belden Bros. for Edwin H. Field. This crop was assorted by the Beldens; price as near as I can learn is not far from 22 cents per pound. Also the crop of Charles Bardwell, of this place, of 5½ tons, at about the same figures as the above. This crop was assorted and contracted by Rufus M. Swift, and sold within three days from the time the assorting and packing were finished. Mr. Swift has now commenced to assort a crop of about nine or ten tons belonging to Edward W. Bardwell, of West Whately, a large showy crop. Mr. Swift expects to assort the crop of John M. Crafts, after this crop is out of the way."—American Cultivator.

EDGERTON, WIS.

As the delivery of the tobacco crop proceeds, it becomes more in evidence that a good many dealers are nowhere near as anxious for tobacco as they were six months ago, when the contracts were executed. Whether justified or not, the fact remains they are becoming more critical in receiving, more deductions are asked for, and rejections becoming more plentiful. A whole string of crops in the vicinity of Rock river, were rejected one day this week and repurchased the day following at about 3 cents less than the contract price. Taking all things into consideration the conditions do not speak well for the most pleasant relations between buyer and seller during the marketing of the remainder of the crop. These are the facts, and we can conceive of no good reason for suppressing them. A couple of recent sales coming to notice are: P. C. Maxson, 4 acres at 10 and 3 cents and Joe McCann, 5 acres at 9 cents.

Receiving is, however, going forward but the scarcity of cars at delivery points has interfered somewhat in the movement.

Warehouse handling is progressing and a few of the smaller packers begin to see the end of their work for the season. Twenty-two cars have been received at this market from outlying points during the week. Nothing new has developed in the market for old leaf.

Shipments, 947 cases.—Reporter.

HUNTER—A Nickel Cigar

Has won many races for dealers. Try it.

PATENTS RELATING to TOBACCO, &c.

842,886 Cigarette former; Robert Hoffman, Cassel, Germany.

843,538 Treating leaf tobacco; Herbert Knox, Warehouse Point, Conn.

843,343 Tobacco pipe; Charles Lilberg, Duluth, Minn.

843,405 Match safe; Charles S. Lovering, Sidney, Mont.

Business Changes, Fires, Etc.

Connecticut.

New Haven.—John P. Howser, cigar manufacturer, burned out; partially insured.

Illinois.

Chicago.—David F. Tewkesbury, cigars, etc., out of business.

Mason City.—D. L. Waldron, cigar manufacturer, sold out.

Savannah.—T. S. Griffin, cigars, succeeded by Wm E. Lesvelle.

Indiana.

Lafayette.—Charles A. Muller & Co., cigars, succeeded by Mrs. John F. Gagen.

Muncie.—Canfield & Morgan, cigars, chattel mortgage, $100.

SouthBend.—Hullinger & Co., cigars, succeeded by Nare & Runjan.

Iowa.

Walcott.—Roman Meinhardt, cigars, succeeded by William Pahl.

Michigan.

Detroit.—Charles Menot, tobacco and cigars, dead.——Waldorf-Astoria Segar Co., Ltd., manufacturers and retail cigars, damaged by fire; insured.

Montana.

Havre.—J. W. Hyndman, cigars, etc., succeeded by Ling & McHannon.

New Hampshire.

Concord.—S. Wardner & Co., cigars and tobacco, sold out.

New York.

Buffalo.—Fred W. Gerking, cigar manufacturer, judgment, $100.

Johnstown.—William F. Verlegar, cigar manufacturer, dead.

New York City.—Herbert Hesse, retail cigars, sold out.

Ohio.

Cincinnati.—The Day & Night Tobacco Co., damaged by fire.

Dayton.—Louis Chakeres, cigars, chattel mortgage, $450, refiled.

Pennsylvania.

Allentown.—Henry J. Ritter, cigar manufacturer, judgment, $800.

Montrose.—L. B. Hollister, cigars and tobacco, burned out; insurance, $1,500.

Wilkes-Barre.—Imperial Cigar Co., cigars and tobacco, judgment, $800.

Texas.

Dallas.—Yale & McCormick, cigars and billiards, chattel mortgage, $1,[illegible]

Wisconsin.

Manitowoc.—John Burits, cigar manufacturer, dead.

MINNICH BALING PRESS

Patented March 9, 1897

For All Kinds of Products Requiring Baling

TOBACCO STEMS, PAPER, COTTON, Etc.

Specially Constructed ..PRESSES..

For Leaf Tobacco Packers

Warranted to do more and better work in a given time, with less labor than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

MINNICH MACHINE WORKS

Landisville, Lancaster Co., Pa.

—Established 1834—

WM. F. COMLY & SON

Auctioneers and Commission Merchants

27 South Second Street

PHILADELPHIA

Regular Weekly Sales Every Thursday

Cigars, Tobacco, Smokers' Articles

Special Sales of Leaf Tobacco

Consignments Solicited Advances Made

Settlements Made on Day of Sale

Patents *Caveats, Trade Marks, Design-Patents, Copyrights, etc.*

Correspondence Solicited

JOHN A. SAUL

Le Droit Building, WASHINGTON, D. C.

METAL EMBOSSED LABELS METAL PRINTED LABELS

ENGRAVING PRINTING

H. J. Fleischhauer

CIGAR LABELS

238 Arch Street, Philadelphia.

TELEPHONE 1561

LITHOGRAPHING SPECIAL DESIGNS

JACOB G. SHIRK

Lancaster, Pa.

JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.

IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds

Are the **CIGARS** of the following Registered Brands

"Brilliant Star" Clear Havana . . **10c.**
"S. B" Half Havana . . . . . **5c.**
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"Honest Bee" . . . . . **3c.**
"2--I--No" Mildest Cigar Made **2 for 5c.**

Special Brands Made to Order

Stauffer Bros. Mfg. Co., New Holland, Pa.

Send Your Cigar Buyer Here We Will Save You Money

For Sale by All Dealers

VIRGINIA PERIQUE

MIXTURE

The **AMERICAN TOBACCO CO., NEW YORK**

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

JOHN SLATER & CO.

Manufacturers of Handmade

LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues

LANCASTER, PA.

No. 21 North Main Street, **Washington, Pa.**

Imperial Cigar Co.

Home of the 'Two Friends'

Absolutely the highest grade 2 for 5 Cigar in the United States.
Manufactured on honor and sold on its merits.
We defy competition, and court opposition.
Samples cheerfully sent free to any part of the United States. Sold to Jobbers only.
Our motto, The best is not too good

Imperial Cigar Co.

Hanover, Pa.

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

Manufactured Only by

LEONARD WAGNER

Factory No. 2 707 Ohio St., ALLEGHENY, PA

GEO. STEUERNAGLE

Manufacturer of

Pittsburg Stogies

Goods sold direct to Jobbers and Dealers

5143 Penn Ave., Pittsburg, Pa.

OLDEST MANUFACTURERS OF

PEACH and PRUNE ESSENCES

Also of the

World Renowned and Non-Evaporating

SPANISH BETUNS

Cigar and Tobacco Flavors, Sweeteners, etc.

Write for Free Samples and Particulars
Guaranteed to be the Strongest and Best
Established 1855

FRIES & BRO.

92 Reade Street, NEW YORK.

stop paying from $3.50 to $4.50 for Sumatra tobacco (strips).

Our correspondent writes:

North Hatfield, Mass.: "Eighteen acres of tobacco have been sold by Belden Bros. for Edwin H. Field. This crop was assorted by the Beldens; price as near as I can learn is not far from 22 cents per pound. Also the crop of Charles Bardwell, of this place, of 5½ tons, at about the same figures as the above. This crop was assorted and contracted by Rufus M. Swift, and sold within three days from the time the assorting and packing were finished. Mr. Swift has now commenced to assort a crop of about nine or ten tons belonging to Edward W. Bardwell, of West Whately, a large showy crop. Mr. Swift expects to assort the crop of John M. Crafts, after this crop is out of the way."—American Cultivator.

EDGERTON, WIS.

As the delivery of the tobacco crop proceeds, it becomes more in evidence that a good many dealers are nowhere near as anxious for tobacco as they were six months ago, when the contracts were executed. Whether justified or not, the fact remains they are becoming more critical in receiving, more deductions are asked for, and rejections becoming more plentiful. A whole string of crops in the vicinity of Rock river, were rejected one day this week and repurchased the day following at about 3 cents less than the contract price. Taking all things into consideration the conditions do not speak well for the most pleasant relations between buyer and seller during the marketing of the remainder of the crop. These are the facts, and we can conceive of no good reason for suppressing them. A couple of recent sales coming to notice are: P. C. Maxson, 4 acres at 10 and 3 cents and Joe McCann, 5 acres at 9 cents.

Receiving is, however, going forward but the scarcity of cars at delivery points has interfered somewhat in the movement.

Warehouse handling is progressing and a few of the smaller packers begin to see the end of their work for the season. Twenty-two cars have been received at this market from outlying points during the week. Nothing new has developed in the market for old leaf.

Shipments, 947 cases.—Reporter.

HUNTER—A Nickel Cigar

Has won many races for dealers. Try it.

PATENTS RELATING to TOBACCO, ETC.

842,886 Cigarette former; Robert Hoffman, Cassel, Germany.

843,538 Treating leaf tobacco; Herbert Knox, Warehouse Point, Conn.

843,343 Tobacco pipe; Charles Lindberg, Duluth, Minn.

843,405 Match safe; Charles R. Lovering, Sidney, Mont.

Business Changes, Fires, Etc.

Connecticut.

New Haven.—John P. Howser, cigar manufacturer, burned out; partially insured.

Illinois.

Chicago.—David F. Tewkesbury, cigars, etc., out of business.

Mason City.—D. L. Waldron, cigar manufacturer, sold out.

Savannah.—T. S. Griffin, cigars, succeeded by Wm E. Lesvelle.

Indiana.

Lafayette.—Charles A. Muller & Co., cigars, succeeded by Mrs. John P. Gagen.

Muncie.—Canfield & Morgan, cigars, chattel mortgage, $100.

SouthBend.—Hullinger & Co., cigars, succeeded by Nare & Runjan.

Iowa.

Walcott.—Roman Meinhardt, cigars, succeeded by William Pahl.

Michigan.

Detroit.—Charles Menot, tobacco and cigars, dead.——Waldorf-Astoria Segar Co., Ltd., manufacturers and retail cigars, damaged by fire; insured.

Montana.

Havre.—J. W. Hyndman, cigars, etc., succeeded by Ling & McHannon.

New Hampshire.

Concord.—S. Wardner & Co., cigars and tobacco, sold out.

New York.

Buffalo.—Fred W. Gerking, cigar manufacturer, judgment, $100.

Johnstown.—William F. Verleger, cigar manufacturer, dead.

New York City.—Herbert Hesse, retail cigars, sold out.

Ohio.

Cincinnati.—The Day & Night Tobacco Co., damaged by fire.

Dayton.—Louis Chakeres, cigars, chattel mortgage, $450, refiled.

Pennsylvania.

Allentown.—Henry J. Ritter, cigar manufacturer, judgment, $800.

Montrose.—L. B. Hollister, cigars and tobacco, burned out; insurance, $1,500.

Wilkes-Barre.—Imperial Cigar Co., cigars and tobacco, judgment, $300.

Texas.

Dallas.—Yale & McCormick, cigars and billiards, chattel mortgage, $1,200.

Wisconsin.

Manitowoc.—John Buritz, cigar manufacturer, dead.

MINNICH BALING PRESS

Patented March 9, 1897

For All Kinds of Products Requiring Baling

TOBACCO STEMS, PAPER, COTTON, Etc.

Specially Constructed ..PRESSES..

For Leaf Tobacco Packers

Warranted to do more and better work in a given time, with less labor than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

MINNICH MACHINE WORKS

Landisville, Lancaster Co., Pa.

—Established 1834—

WM. F. COMLY & SON

Auctioneers and Commission Merchants

27 South Second Street

PHILADELPHIA

Regular Weekly Sales Every Thursday

Cigars, Tobacco, Smokers' Articles

Special Sales of Leaf Tobacco

Consignments Solicited Advances Made

Settlements Made on Day of Sale

Patents *Caveats, Trade Marks, Design-Patents, Copyrights, etc.*

Correspondence Solicited *JOHN A. SAUL*

Le Droit Building, WASHINGTON, D. C.

METAL EMBOSSED LABELS METAL PRINTED LABELS

H. J. Fleischhauer

CIGAR LABELS

238 Arch Street, Philadelphia.

TELEPHONE 1561

ENGRAVING EMBOSSING LITHOGRAPHING SPECIAL DESIGNS

JACOB G. SHIRK

Lancaster, Pa.

JOBBER and DEALER in PRODUCTS of

American Tobacco Co.

American Cigar Co. American Stogie Co.

Luhrman & Wilburn Tobacco Co.

Blackwell Durham Tobacco Co.

Spalding & Merrick Tobacco Co.

IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds

Fragrant as Roses

Good as Government Bonds

Are the **CIGARS** of the following Registered Brands

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INTENTIONAL SECOND EXPOSURE

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"AS GOOD AS THE NAME"

E. REGENSBURG & SONS

THE AMERICAN

HAVANA CIGARS

NONE GENUINE UNLESS BEARING THIS BAND WITH OUR TRADE MARK IN COLORS

E. REGENSBURG & SONS THE AMERICAN

BEWARE OF IMITATIONS.

ON SALE EVERYWHERE

Constant Growth

signifies

Constant Merit!

Cigars that hold the confidence of their smokers pay dealers best.

DIAMOND JOE CIGAR FACTORY brands stand pre-eminently in a class of their own.

H. FENDRICH

Evansville, Ind.

WARREN BECK & BRO.

Ten-Cent Brands:
Duke of Westminster
Admiral Gherardt
Gen. Warren
La Resplender Marcana
La Cantidad

Cigar Manufacturers

York, Pa.

Michael Hose A. F. Brillhart

Dallas Cigar Co.

Manufacturers of CIGARS & Dealers in LEAF TOBACCO,

Dallastown, Penna.

A. D. KILLHEFFER, MILLERSVILLE, PA.

Maker of High Grade Cigars.

No Salesmen. Communicate with Factory.

E. ROSENWALD & BRO.

THE TOBACCO WORLD

U. S. Department of Agriculture.

Established in 1881. Vol. XXVII., No. 9. | PHILADELPHIA and NEW YORK, FEB. 27, 1907. | One Dollar per Annum. Payable in Advance.

PHILIPP J. KOLB & CO.

IMPORTERS & PACKERS OF LEAF TOBACCO

PHILIPP J. KOLB. WILLIAM J. LANAGAN.

No. 310 Race Street

PHILADELPHIA

•CENTRAL UNION•

No other brand of Tobacco has grown so quickly in public favor.

Reasons:

Quality, Price, Union Label, Friendly Dealers' Aid, and Tobacco Trust's Hostility.

United States Tobacco Co., Richmond, Va.

SUMATRA TOBACCO

The Kind that Wraps Economically

H. DUYS & CO.

No. 170 Water Street, New York

The Leading Exclusive Sumatra House

Amsterdam House:—De Amsterdamsche Tabakshandelmaatschappij.

Growers and Packers of

FLORIDA TOBACCOS

Write for Samples

SCHROEDER & ARGUIMBAU

178 Water Street, New York

THE 5c. CIGAR that you'll say is "All to the Front."

El Draco Cigar Mfg. Co. Philada.

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2330 MARKET ST., PHILADELPHIA

PHILADELPHIA
SMOKE VENTERLEIN BROS.' SABOROSO PHILADELPHIA CIGARS
BOSTON

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

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Factory No. 968, First District Penna.

If You Want to be in HAVANA
Smoke CAMELA 5c. CIGARS
Made by HENRY HEYMANN'S SONS
Sinking Spring, Pa.

Parmenter Wax-Lined Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U.S.A.
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TOBACCO FIRE AT DAYTON.

Haas Brothers' Factory Damaged by Fire and Water.

Dayton, O., Feb. 23.

A fire caused by an over-heated stove, broke out in the plant of the Haas Brothers' Tobacco Company, 132 North Canal street, entailing a loss of from $12,000 to $15,000.

The blaze was discovered by the watchman at the building, and was not of a serious nature when he turned in an alarm. However, by the time the department arrived a number of pine crates, which contained tobacco, had caught fire and the blaze was a stubborn one. At 1 o'clock a second alarm was turned in, and by this time the entire third and fourth floors were in flames. The department quickly extinguished the fire on both floors, but found that scores of crates of tobacco were on fire. The extinguishing of this was a most difficult task, and it was about 3 o'clock when the out taps were sounded.

The offices of the company were wrecked and water soaked but the valuable papers had all been locked in the safe. Hundreds of pounds of tobacco were water soaked, and most of it will be a total loss. Employes stated that the loss would probably reach $15,000 or more. The insurance carried on the building and stock amounts to $185,000, and is placed with various insurance firms about the city.

The Haas brothers reside in Cincinnati, and had but recently branched out in their business, controlling one of the largest tobacco plants in the State. They announce through their representatives that they will take an inventory of the loss at once, rebuild that part of the plant destroyed by fire, and will, within a few weeks be working a full force again.

UNITED CO. WANTS FACTORIES.

Sunbury to Have $20,000 Plant; Tamaqua Sounded, But Declines.

Sunbury, Pa., Feb. 21.

The United Cigar Manufacturers' Co., of New York, has decided to erect a factory here at a cost of about $20,000, which will give employment to three hundred people, mostly girls and women. The factory will be opreated in addition to those at Harrisburg, York, Lancaster and other points in Pennsylvania.

Tamaqua, Pa., Feb. 21.

The United Cigar Manufacturers' Company sent a communication to the Tamaqua Business Men's Association stating that they would locate a large factory here, and ask no concessions whatever, except that the association guarantee them 250 female employes. As female help is scarce the association was compelled to decline the offer.

CAMDEN'S LATEST FACTORY.

Camden, N. J., Feb. 25.

Architect Herbert Moffett, son of Collector of Internal Revenue Moffett, is preparing plans and specifications for Frank Hartman, the cigar manufacturer, for the erection of a $12,000 building at the northwest corner of Third and Arch streets.

NEW STORE IN ATLANTIC CITY.

Harris Bros. Will Erect a Handsome New Building.

Atlantic City, N. J., Feb. 25.

Harris Bros., the well known wholesale and retail tobacconists and cigar dealers of this city, will erect a fine large new establishment on their lot at Virginia and Atlantic avenues, the building on which was recently torn down. It will be a beautiful five story structure, on the first floor of which will be located the firm's wholesale and retail departments, but which will be effectually separated and operated as two distinct establishments. The remainder of the first floor will be divided into stores, of which there will be five. The upper floors will be made into suites of apartment, and many of them have already been leased to waiting tenants.

NEW AMERICAN FACTORY.

Chicago to Have a Million Dollar Plant

Chicago, Ill., Feb. 23.

Buildings to cost $800,000 are to b built by the American Tobacco Company in Chicago. It was disclosed today that the tobacco company's plans for improvement of its recently acquired ten and one-half acre tract, between 42nd and 44th avenues and Colorado avenue and the Chicago Terminal Transfer Company's tracks, are more extensive than has been understood. The company paid $120,000 for the site a year ago. The main building of its factory will be 535 feet long and 109 feet wide, five stories and basement, with a tower nine stories high. When equipped the plant will have cost more than $1,000,000

CHICAGO DEALER FINED $500.

Charge of Dealing in Obscene Literature Brings Heavy Penalty.

Chicago, Ill., Feb. 23.

Charles D. Arndt, a cigar dealer, who was arrested early in the week with Charles S. Wright, charged with having in his possession obscene literature and pictures, was fined $500 and costs by Judge Newcomer at the Harrison street Court last week. The men were arrested in a cigar store at 73 Harrison street, where about a ton of objectionable literature was found.

Wright was taken into custody by the Federal authorities on a charge of using the mails for his illegal business, and will be examined by the Federal Grand Jury.

Attorney Durand, representing Arndt, tried to clear his client on the ground that Wright was the only responsible party, as he was in charge of the store where the literature was found. The court held that although Arndt might not have received a share of the profits he must have known what was going on.

—Joseph Patrick has purchased a half interest in the Aurora Cigar Factory, at Aurora, Minn., from Mr. Belliveau, formerly sole owner.

—The cigar factory and residence of Joseph Young, McDonald, Pa., was almost entirely destroyed by fire last week. The loss was over $2,000.

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Haas Brothers' Factory Damaged by Fire and Water.

Dayton, O., Feb. 23.

A fire caused by an over-heated stove, broke out in the plant of the Haas Brothers' Tobacco Company, 132 North Canal street, entailing a loss of from $12,000 to $15,000.

The blaze was discovered by the watchman at the building, and was not of a serious nature when he turned in an alarm. However, by the time the department arrived a number of pine crates, which contained tobacco, had caught fire and the blaze was a stubborn one. At 1 o'clock a second alarm was turned in, and by this time the entire third and fourth floors were in flames. The department quickly extinguished the fire on both floors, but found that scores of crates of tobacco were on fire. The extinguishing of this was a most difficult task, and it was about 3 o'clock when the out taps were sounded.

The offices of the company were wrecked and water soaked but the valuable papers had all been locked in the safe. Hundreds of pounds of tobacco were water soaked, and most of it will be a total loss. Employes stated that the loss would probably reach $15,000 or more. The insurance carried on the building and stock amounts to $185,000, and is placed with various insurance firms about the city.

The Haas brothers reside in Cincinnati, and had but recently branched out in their business, controlling one of the largest tobacco plants in the State. They announce through their representatives that they will take an inventory of the loss at once, rebuild that part of the plant destroyed by fire, and will, within a few weeks be working a full force again.

UNITED CO. WANTS FACTORIES.

Sunbury to Have $20,000 Plant; Tamaqua Sounded, But Declines.

Sunbury, Pa., Feb. 21.

The United Cigar Manufacturers' Co., of New York, has decided to erect a factory here at a cost of about $20,000, which will give employment to three hundred people, mostly girls and women. The factory will be opreated in addition to those at Harrisburg, York, Lancaster and other points in Pennsylvania.

Tamaqua, Pa., Feb. 21.

The United Cigar Manufacturers' Company sent a communication to the Tamaqua Business Men's Association stating that they would locate a large factory here, and ask no concessions whatever, except that the association guarantee them 250 female employes. As female help is scarce the association was compelled to decline the offer.

CAMDEN'S LATEST FACTORY.

Camden, N. J., Feb. 25.

Architect Herbert Moffett, son of Collector of Internal Revenue Moffett, is preparing plans and specifications for Frank Hartman, the cigar manufacturer, for the erection of a $12,000 building at the northwest corner of Third and Arch streets.

NEW STORE IN ATLANTIC CITY.

Harris Bros. Will Erect a Handsome New Building.

Atlantic City, N. J., Feb. 25.

Harris Bros., the well known wholesale and retail tobacconists and cigar dealers of this city, will erect a fine large new establishment on their lot at Virginia and Atlantic avenues, the building on which was recently torn down. It will be a beautiful five story structure, on the first floor of which will be located the firm's wholesale and retail departments, but which will be effectually separated and operated as two distinct establishments. The remainder of the first floor will be divided into stores, of which there will be five. The upper floors will be made into suites of apartment, and many of them have already been leased to waiting tenants.

NEW AMERICAN FACTORY.

Chicago to Have a Million Dollar Plant

Chicago, Ill., Feb. 23.

Buildings to cost $800,000 are to b built by the American Tobacco Company in Chicago. It was disclosed today that the tobacco company's plans for improvement of its recently acquired ten and one-half acre tract, between 42nd and 44th avenues and Colorado avenue and the Chicago Terminal Transfer Company's tracks, are more extensive than has been understood. The company paid $120,000 for the site a year ago. The main building of its factory will be 535 feet long and 109 feet wide, five stories and basement, with a tower nine stories high. When equipped the plant will have cost more than $1,000,000

CHICAGO DEALER FINED $500.

Charge of Dealing in Obscene Literature Brings Heavy Penalty.

Chicago, Ill., Feb. 23.

Charles D. Arndt, a cigar dealer, who was arrested early in the week with Charles S. Wright, charged with having in his possession obscene literature and pictures, was fined $500 and costs by Judge Newcomer at the Harrison street Court last week. The men were arrested in a cigar store at 73 Harrison street, where about a ton of objectionable literature was found.

Wright was taken into custody by the Federal authorities on a charge of using the mails for his illegal business, and will be examined by the Federal Grand Jury.

Attorney Durand, representing Arndt, tried to clear his client on the ground that Wright was the only responsible party, as he was in charge of the store where the literature was found. The court held that although Arndt might not have received a share of the profits he must have known what was going on.

—Joseph Patrick has purchased a half interest in the Aurora Cigar Factory, at Aurora, Minn., from Mr. Belliveau, formerly sole owner.

—The cigar factory and residence of Joseph Young, McDonald, Pa., was almost entirely destroyed by fire last week. The loss was over $2,000.

INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia

FOUNDED 1855

John T. Dohan — SELECTED D&T VUELTA ABAJO — Wm. H. Dohan

FLOR de D&T

DOHAN & TAITT

Importers of Havana and Sumatra

Packers of Leaf Tobacco — VUELTA ARRIBA — *107 Arch St. PHILADA.*

D & T

Established 1825

L B S

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

AND PACKERS OF

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

Julius Hirschberg & Bro.

Importers of Havana and Sumatra and Packers of Seed Leaf

Tobacco

125 North Third St., Philada.

L. BAMBERGER & CO.

Packers and Dealers in

Importers of SEED LEAF **HAVANA and SUMATRA TOBACCO**

111 Arch Street, Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N. Y.

H. Golinsky & Son

Importers & Packers of

HAVANA AND SEED LEAF SUMATRA **TOBACCO**

147 N. Third St, Philadelphia, Pa.

The Empire Leaf Tobacco Co.,

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St., Phila.

K. STRAUS — A. LOEB

K. STRAUS & CO.

IMPORTERS OF

PACKERS OF LEAF TOBACCO — HAVANA

301 & 303 North 3rd St.

PHILADELPHIA.

Benj. Labe — Jacob Labe — Sidney Labe

BENJ. LABE & SONS

IMPORTERS OF

Sumatra and Havana

Packers and Dealers in **Leaf Tobacco**

228 North Third St., Philadelphia

LEOPOLD LOEB & CO.

Importers of **Sumatra** and **Havana**

and Packers of **Leaf Tobacco**

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

J. S. BATROFF

224 Arch St., Philadelphia

Broker in LEAF TOBACCO

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. The Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the Presidency of the Rebublic: dark blue.

PRICES EASIER IN LANCASTER.

Fourteen Cents Now Accepted by the Sellers. Suit Started.

Lancaster, Pa., Feb. 25.

The local trade has experienced another very quiet week, and with the exception of some nearby manufacturers there were very few buyers in town.

There has again been some buying of the new crop, and on the other hand there have also been a number of rejections by packers of crops offered for delivery at the warehouses. Prices, however, seem to be going down a little, and not over 14 cents was paid during the week. Some purchases have been made at as low as 12 or 13 cents.

More litigation is arising as the result of rejections or attempts at docking by packers. A suit was brought on Saturday of last week against L. P. Kimmig & Co., by W. T. Killinger, whose crop had been raised on the farm of Deputy Sheriff A. B. Landis. The plaintiff claims that he sold six and one-half acres of tobacco to the defendants for 15½ cents per pound. The tobacco sold aggregated $1,394.07. The tobacco was taken to the warehouse last week, but the defendants refused to receive it. The plaintiff notified the defendants that he would sell the tobacco for the best price obtainable and hold them for the difference. He sold the tobacco for $1,088.76, and now sues to recover $305.31, the amount lost by the failure of the defendants to take the tobacco.

This case, if brought to an early decision, may prove very valuable to both farmer and packer, in having the fine points of such contracts more clearly expounded by the court, and it is also to be hoped that it may result in the saving of possibly many later litigations.

Among our visitors during the past week were I. Latzar, representing E. Hecht & Co., of Chicago, Sam Kauffman, representing Wm. Steiner, Sons & Co., lithographers, of New York, George F. Schnath, with A. Cohn & Co., of New York, C. M. Clime and E. E. Weaver, Terre Hill, and A. N. Wolf, of Akron, manufacturers.

There were about 150 men at work on the old Moss building last week, tearing down walls and getting things into readiness generally for the commencement of rebuilding operations.

IND AN GO..DS AT TOBA..CO SHOW.

Moore & Gibson, of 121 Franklin street, New York, have taken a very large space and will make an exhibit of the various odd and useful articles made by the Indians at their homes, at this year's Tobacco Exposition. These will include a full line of everything required to build up an Indian smoking den, which is a popular room in many modern homes. A number of squaws from the reservation will be brought to the Exposition, and will make the baskets, beaded goods and other articles daily during the two weeks of the Exposition.

RUTHERFORD CLEAR HAVANA CIGARS

Are Popular

Because They Please the Consumer.

—Fuller & Jones, cigar manufacturers at Bourbon, Ind., are removing to Washington, Ind.

—The Clermont County Tobacco Warehouse Company, of Felicity, Clermont county, O., has been incorporated by J. E. Swope, H. W. Denniston, Warren C. Sargent, O. C. Chapman, James Semar, J. H. Gates and Elmer Taylor.

J. H. LIEFTINCK & ZOON

Sworn Tobacco Brokers

Office and Sample Rooms:

Brakke Grond and Frascati,

AMSTERDAM, HOLLAND.

STOKHUYZEN & BROM

Sworn Tobacco Brokers

Office and Sample Rooms:

Nos. 84–86 (Opposite Frascati),

AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMAN

Sworn Tobacco Brokers

Brokers to the Deli Maatschappy

AMSTERDAM, HOLLAND

Office and Sample Rooms:

87 Rokin & 100 Nes, opposite Frascati

COLOR and CANCELLING STAMPS

LEAD SEALS & STENCILS

Quaker City Stencil & Stamp W'k's

Incorporated

234 Arch St., PHILADELPHIA, PA.

A Good Pair to Go On . . .

Two of Our Popular Five Cent Brands.
Our Goods are Made of Best Selections,
Made Carefully, and Made to Duplicate.

Wolf, Neff & Co.

RED LION, PA.

T. E. BROOKS & CO.

RED LION, PA.

MANUFACTURERS OF ALL GRADES OF

Pennsylvania Cigars

FOR THE WHOLESALE JOBBING TRADE

DISTRIBUTORS WANTED ON OUR SPECIAL BRANDS:

GOV. WRIGHT — REGAL DUKE — DON SEGNO — GEN'L YORK

HAVANA SWEETS and MANUEL F. DOMINGUEZ

SAMPLES UPON REQUEST

Look Out

FOR YOVR OWN INTERESTS!

Never mind what the other fellow says. He may tell you certain tobacco is too cheap to be good.

Let Us Convince You

by sending you a sample that will prove the **PRICE** is the only thing that is **Cheap,** and that **THIS SUMATRA** is a rich, medium color, of fine quality and good yield,

At Only $2.55 a Pound.

Less For Bale Lots

L. G. HAEUSSERMANN & SONS

Importers, Packers, Wholesalers
and Retailers of

CIGAR LEAF TOBACCO

240 Arch Street **Philadelphia**

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Gieske & Niemann, Packers & Dealers in Leaf Tobacco

No. 204 South Charles Street
Baltimore, Md.

THE JACKSON @ GARVER BOND.

Factories Released and Duplicate Bond to be Filed.

York, Pa., Feb. 25.

H. L. Hershey, Collector of the Ninth Internal Revenue District, was tendered a banquet at the Hotel Russ, Harrisburg, last week, by the deputy collectors, who include those of this county as follows: Fourth division, G. Frank Lindemuth, this city; Fifth division, B. F. Payne, Stewartstown; Sixth division, W. S. Schroeder, Gettysburg; Tenth division, R. C. Liggitt, this city. There are 14 divsions in all.

Among the invited guests was Congressman D. F. Lafean, this city. He responded to a toast. Mr. Adams, the proprietor of the hotel, who was in the service prior to last summer, when he engaged in the hotel business, was toastmaster.

Heavy deliveries of tobacco are reported from various sections of the county. Gillen & Granat, of this city, recently received five loads, about 7,000 pourds weight, which came from the Lower Chanceford section, and which it is said had originally been sold to another packer, who afterwards refused to take it at the price agreed upon, because some damage had overtaken it, and demanded a three cents per pound reduction. It was therefore resold.

There is much indignation in the vicinity of Red Lion, over what is claimed to have been a summary closing of a certain cigar factory.

The Royal Cigar Factory has been released by the Internal Revenue Department, and Mr. Jackson, one of the owners, feels at least partially vindicated of alleged violations of the U. S. internal revenue regulations.

Mr. Jackson, recognizing the inconvenience and the losses sustained by his factory being closed, went personally to the Commissioner of Internal Revenue at Washington and presented the facts in the case, assuring the Commissioner that his firm had filed its bond and had violated no law.

The statement of Mr. Jackson appealed to the Comissioner, who referred Mr. Jackson to Collector Hershey at Lancaster, and also instrcted him to have a duplicate of the original bond filed.

Even though the factory has been released, the manufacturers of the town feel deeply incensed at the reflection placed upon the community, from apparently some fault or carelessness for which they were in no way responsible. In fact, Mr. Jackson, in speaking for his firm, said:

"We feel the insinuations cast upon our firm very sensitively and also the losses entailed by our factory being closed, and while we feel that we are entitled to some redress we are not yet fully decided as to the course we will pursue in our claim for damages but are seriously considering the matter."

The position taken by the revenue official was that Jackson and Garver, the proprietors, were responsible for the trouble, while Jackson and Garver hold that they were bonded and were innocent of any violations of the law, as the recently developed facts have proved.

Matters like these have had the effect of damaging the reputation of Red Lion as a cigar centre and thus possibly handicapping the cigar men for a long time.

In order to fully discuss the formation of a plan for the enforcement of certain features of the 1794 law, about twenty ministers and lay delegates of the York branch of the Sabbath Observance Association met in the parlors of the Y. M. C. A. last week. The meeting was by far one of the most important that has been held by the association.

Since the conference with Mayor McCall the lines of action for the association have been more clearly drawn and the members will be more determined than ever to accomplish what they have set out to do.

D. H. G. Beecher, a cigar manufacturer on Prospect Avenue, was elected last week on the Republican ticket, by a majority of 268, to the office of assessor.

Michael Hose, of Dallastown, a well known cigar and cigar box manufacturer, was last week elected on the Republican ticket as Burgess of the borough.

READING TRADES SPREADING OUT.

Thalheimer Co. Will Make Cigar Box Lumber. Additions to Factories.

Reading, Pa., Feb. 25.

James F. Schnader, of Mohnton, brought to Reading 1,000 cigars, which he desired to have stamped at the revenue office in the post office building last Tuesday. He found the office closed on account of the day being election day. He was informed that he should leave them at the revenue office and that they would be stamped next day.

These cigars were manufactured 47 years ago. They were made by a man by the name of Fisher, of Gouglersville, from tobacco raised by Mr. Schnader's father, Franklin K. Schnader, who died about one year ago. Mr. Schnader's son is one of the executors of his father's estate and he intended offering them for sale at Mohnton, on Saturday last.

The A. Thalhiemer Manufacturing Co., which is one of the largest cigar box manufacturing concerns in this section of the country, has installed a modern equipage of machinery for manufacturing cigar box lumber, in both veneered and imitation cedar. It is claimed that they will have an output of 100,000 feet per day. The lumber question has been a most vexatious matter for the box manufacturers to contend with of late, and many will no doubt be cheered at learning this good news of a possible additional source of supply.

(Concluded on page 22.)

Constitution Seed & Havana Cigars are the Best that can be made. Do you sell them?

Established 1895 Telephone Connection

T. L. ADAIR
Manufacturer of
Fine Cigars
Red Lion, Pa.
Special Lines for the Jobbing Trade

Write for Prices and Samples

SIGNS!

Designers, Printers, and Lithographers of
CLOTH, ROPE FIBER and CARDBOARD SIGNS, AND PAPER POSTERS.

In Weatherproof Colors

We have Something New In FOLDED EDGE SIGNS.

UNION LABEL on Work When Desired
We Furnish QUALITY AND SERVICE

THE MASSILLON SIGN & POSTER CO.
MASSILLON, OHIO.

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

John U. Fehr Established 1883 Geo. N. Fehr

J. U. Fehr & Son

Importers and Packers of

Leaf Tobacco

700 Franklin St., 101 to 107 S. 7th St.,

READING, PA.

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. **308 Race St.** Philadelphia

Long Distance Telephone, Market 3025.

S. Weinberg

121 North Third Street

PHILADELPHIA

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

Tobacco

Cable Address, "Heiland, Lancaster" Telephone Service

JOHN F. HEILAND & CO.

COMMISSION MERCHANTS AND DEALERS

Leaf Tobacco

Eastern Agents MaGee Tobacco Case

Representing

George H. Rumrill, Janesville, Wis.; The Miami Valley Leaf Tobacco Co., Dayton, O.; The Krohn Tobacco Co., Windsor, Ct.; Doward & Koking, Cincinnati, O.; F. W. Dohrmann & Son, Cincinnati, O.; Meiskey & Heiland, Lititz, Pa.

48 E. Chestnut Street

P. O. Box 178

LANCASTER, PA.

H. VELENCHIK S. VELENCHIK

VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

HENRY RINDSKOPF

Packer and Importer of

Sumatra, Havana and Domestic **LEAF TOBACCO**

N. E. Cor. Fifth and Washington Sts.

Reading, Pa.

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630-636 N. Prince St.

Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of **Sumatra and Havana**

Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

No. 240 Arch Street, Philadelphia, Pa.

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.

Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

FAIR BUSINESS IN HAVANA---CONSIDERING.

Prospects for the New Crop Continue Doubtful, But a Shortage is Almost Certain to Occur.

Special Correspondence of The Tobacco World.)

Havana, Cuba, February 18, 1907.

Considering that the stocks in the market are very much reduced and that suitable lots are generally held too high to meet the views of the buyers in town, it may be considered that quite a fair amount of business has been done.

The prospects of the new crop are still doubtful, as all will depend upon the conditions of the weather for the next two months. At the present rate of consumption we ought to have a crop in the whole island of at least 550,000 bales to satisfy the home demand and what is needed for export to the different countries. According to the statistics furnished by our internal revenue department the cigar industry is consuming at least 150,000 bales, and nearly the same quantity is needed by the cigarette manufacturers, which would only leave 250,000 bales for export purposes, and as the United States under normal circumstances require this quantity, it can be seen at a glance that there would be nothing left for such countries as Germany and Spain, which ordinarily, when prices are ruling low, consume 50,000 bales per year. It is hardly possible that we will be able to get a crop amounting in all to 500,000 bales, therefore a shortage this year appears to be inevitable, and for this reason to figure upon low prices would be useless.

Our dealers, who are studying the situation very carefully, and are still holders of leaf tobacco, under these circumstances, will not make any concessions in prices, and appear to be indifferent whether they sell their stocks during the rest of this winter or not. In reality the buyer who comes here now, however, is able to buy at the prices which ruled three months ago, therefore as the dealer has stood the shrinkage up to now, the buyer is in a better position, as he has to figure less upon any additional shrinkage in weight than his predecessor who bought in October or November. In Remedios the chances are that unless it rains before the end of this month the tobacco will be small in leaf and of such heavy quality that it might take two years to cure, before the manufacturer can count upon using it.

Sales

this week amounted to 1,685 bales, consisting of 203 bales of Vuelta Abajo, 280 of Partido and 1,202 bales of Remedios. For the American market 1,003 bales were purchased, 517 were exported to Europe, and 165 bales entered into consumption by the local cigar and cigarette manufacturers.

Buyers Come and Go.

Arrivals:—Leonard Friend, of Friend & Co., L. A. Hahn, of L. A. Hahn & Co., New York; Emil Klein, of E. M. Schwartz & Co., New York and Tampa; J. Boasberg, of Kaiser & Boasberg, Buffalo, and O. J. Lightbourn, of The Cortez Cigar Co., Key West.

Departures:—E. and W. Hecht, and A. Landfield, for Chicago; J. E. Blais, for Boston; Frank Tilford and Richard Sichel, for New York.

Havana Cigar Manufacturers

are still receiving all the orders they can expect at this season of the year, but quite a number of them, on account of the scarcity of raw material, are discriminating in the filling of same. A meeting has been called by the President of the Union of Manufacturers, Don Rafael G. Marques, in order to arrive at an understanding to raise prices collectively on all the lower grades of cigars, so as to prevent the manufacturers from doing business upon a losing basis.

H. Upmann & Co. shipped 800,000 cigars during the past week. They continue as busy as they ever were.

Partagas is marching along in the same animated fashion, experiencing no lack of orders.

Behrens & Co. have no reason to complain, as they are constantly in receipt of good orders.

Ramon Allones and Cruz Roja, continues to be as busy as it ever is at this season of the year.

Eden, owing to the good stock of leaf on hand, is in Easy street, so Calixto Lopez & Co. are in a position to execute all the orders that are entrusted to them.

Buying, Selling and Other Notes of Interest.

Rodriguez, Bautista & Co. sold 370 bales of Remedios to Northern buyers last week.

E. and Walter Hecht, during their stay here, stocked up with 420 bales of different kinds of leaf.

E. Klein, who only arrived here last Wednesday, did not hesitate long about paying the ruling prices, and secured about 205 bales of choice leaf.

A. M. Calzada & Co. received orders from their Don Antonio M. Calazda, who has been in the North, to ship about 245 bales of their stock.

R. Sichel, during his ten days stay here, managed to pick up 147 bales of different kinds of leaf.

Gonzalez, Benitez & Co. closed out 180 bales of their holdings.

L. A. Hahn made a purchase of 100 bales of Remedios from one party, and possibly may have invested in some more tobacco in other places.

Receipts From the Country

	Week ending Feb. 16 Bales	Since Jan. 1 Bales
Vuelta Abajo	9	661
Partido	1	131
Matanzas	30	48
Remedios & S. Clara	192	4,265
Santiago de Cuba	199	850
Total	431	5,955

—Harry J. Cappels and Ray Hendry have bought the Cappels cigar factory at Huntington, Ind., formerly conducted by J. J. Cappels, now deceased.

Constitution Seed and Havana stands for Quality and Workmanship. Remember that.

ESTABLISHED 1844

H. UPMANN & CO.

HAVANA, CUBA.

Bankers and Commission Merchants

SHIPPERS OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF

The Celebrated H. UPMANN Cigar Brand

FACTORY: PASEO DE TACON 159-169

OFFICE: AMARGURA 1 HAVANA, CUBA.

PABLO PEREZ CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

Lewis Sylvester & Son

HAVANA, CUBA Monte 56 | NEW YORK 165 Front Street

Packers and Importers of

Vuelta Abajo, Partidos, Remedios

BEHRENS & CO.
Havana, Cuba
Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE
Sole Representatives for the United States and Canada:
National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez
LEAF TOBACCO MERCHANTS
Principe Alfonso 116 y 118
Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.
Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA
Monte 114
P. O. Box, Apartado 270
Cable: ZALEZGON
Habana

BRUNO DIAZ — R. RODRIGUEZ
B. DIAZ & CO.
Growers and Packers of
Vuelta Abajo and Partido Tobacco
PRADO 125
Cable: ZAIDCO HABANA, CUBA

S. Jorge — Y. P. Castaneda
JORGE & P. CASTANEDA
Growers, Packers and Exporters of
Havana Leaf Tobacco
Egido, Corner Dragones Street, HAVANA

PARTAGAS
Independent Cigar Factory
The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars
Cifuentes, Fernandez y Ca.
Proprietors
174 Industria Street
Cable: CIFER Habana, Cuba

AVELINO PAZOS & CO.
Almacenistas de Tabaco en Rama
PRADO 123
Cable: ONILEVA Habana

SUAREZ HERMANOS
(S. en C.)
Growers, Packers and Dealers in Leaf Tobacco
FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA

J. H. CAYRO & SON
Dealers in Leaf Tobacco
Specialty: Vuelta Abajo and Partido
Warehouse and Office: 92 Dragones Street, HAVANA, CUBA
Cable Address: "JOSECAYRO" Correspondence Solicited in English

HENRY VONEIFF — F. VIDAL CRUZ
VONEIFF Y VIDAL CRUZ
PACKERS and EXPORTERS of LEAF TOBACCO
73 Amistad Street, HAVANA, CUBA
Branch Houses: 616 W. Baltimore Street, Baltimore, Md. P. O. Box 433, Tampa, Fla.

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ
J. M. GARCIA Y CIA.
Almacenistas de Tabaco Partido y Vuelta Abajo
CON VEGAS PROPIAS
San Nicolas 126 y 128 Cable: "JOMAGARCIA" HABANA, CUBA

TOBACCO TRADE AT THE HUB.

Inclement Weather Depresses the Retail Trade. United Stores' Competition.

[Boston Bureau "The Tobacco World"
19 Devonshire Street]

Boston, Mass., Feb. 25.

Conditions here are generally very quiet, owing largely to the fact that nearly every other day we have snow or extremely cold weather, which naturally affects the receipts of the retail trade very much. All of them are now anxiously awaiting warmer weather. In fact they will be much cheered by the approach of Spring and the open-door season. Notwithstanding the fact that business is slow with the trade at the present time, in consequence of the unfavorable weather, there is much courtesy show the traveling fraternity, insistent as some of them may seem at times, and actually some orders are given as mere compliments.

The United Cigar Stores seem to be doing their full share of business. Once in a while a retailer complains to me that the United or one of the larger cut price druggists are doing lots of harm, and asks my advice and opinion of some possible way of overcoming the apparent obstacles. My advice almost invariably is that they offer the customers of their respective establishments the very best line of goods that the market affords, and that they exercise more care, if such a thing be possible, in the selection of goods to be handled, for my personal observations have led me to believe that the fault most often lies with the dealer himself, in offering customers goods that are perhaps a little cheaper in cost than what some others are offering for 5 or 10 cents, or whatever the case may be. When a customer enters a store and asks for a good cigar, he leaves it to the judgment of the dealer, feeling confident that he knows more about the line he carries than the casual passer-by. It is absolute shortsightedness to offer him the brand that costs the least money, if it is known not to be up to the highest standard for the price at which it is sold at retail. Such practices will not only not attract trade but in many instances have driven away much which might otherwise have remained with that particular dealer.

Washington's Birthday was a very quiet one in local trade circles, and most of the retail establishments in the business section of the city were closed throughout the day. It was a most unpleasant day, and they are not likely to have missed much business by not having kept open doors.

The jobbers seem to be now pushing the sales of private brands very earnestly, so far as cigar sales are concerned. Aside from that, there is quite a lively cigarette war on here between the trust products and those of a number of independent manufacturers. Nearly every cigarette concern which has undertaken to develop this territory at all has now a corps of salesmen working their retail trade here, making numerous window displays, etc. Butler-Butler, Inc., are particularly active in the way of window displays throughout the city.

Jaynes & Co., in their up-town Washington street store, had one window display this week of the Menashi cigarette which attracted a great deal of attention.

Erlich & Kopf, the Court street cigar and pipe emporium, are doing an extensive pipe business. The repair end of the business just at present is enormous. They have three or four capable men in one of their show windows, who are constantly busy during lunch hours when they usually attract to the windows a crowd of curious passers-by who remain for some time.

I understand the cigar store business formerly conducted by the Flashman Bros. at the corner of Green and Stanford streets has changed ownership.

George W. Lord, manager of Cobb, Aldrich & Co's. cigar department, after a three weeks illness is again at his desk and his many friends will be pleased with the news.

Al Blum and a crew of men are making a good showing on the Pall Mall and Egyptian Straight cigarettes. J. Riggy, formerly with the Surbrug Co., is now one of the live salesmen under Mr. Blum, and as usual is doing some good work.

George A. McKenny has sold his cigar and perodical store on Columbus avenue to Kittredge & Lorden.

Rosenthal Bros., the Hanover street wholesalers, are meeting with much success in placing their 326, a union-made 5 cent cigar. With every thousand of these cigars purchased, a handsome cigar cutter is being given to the retailer.

Baker Bros. are now offering their customers Paragon Park in a perfecto size.

Mr. Weiss, representing Kaufman Bros. & Bondy, New York, was here calling on the trade and showing a nice line of new pipes.

J. Weislow, representing Hull, Grummond & Co., Binghamton, New York, manufacturers of the Rail Splitter, Flor de Franklyn and other brands, is here. Mr. Weislow succeeded in getting Bieringer Bros. Co. to take the agency for the latter brand, and has a crew of men out working the trade and offering the retailers a package of playing cards bearing the advertisement of the cigar as the bait to interest them.

Julius O. Cohen, a Hanover street retailer, has a neat window display of the White Rolls cigarette.

N. Alfowich, of Alfowich Bros., spent several days this week in Providence and other towns in Rhode Island.

An exquisite display of the Pall Mall cigarettes can be seen this week in the windows of George Harris & Co., on Pemberton Square.

The sign over the store at Chambers and Cambridge streets bearing the title "Charak's Branch Store" will shortly be removed to make room for a new one bearing the following inscription, "Kerstein's Up-to-date Cigar and Variety Store."

There is no let-up in the 999 cigar at the Mandel cigar store; it is selling better every day, so I am told.

The Prime Cigar Depot, 121 Hanover street, reports trade as fairly good for this time of the year. Mr. Banard the proprietor, evidently believes in selling a good line of cigars and tobaccos. I notice he keeps only the highest grade of goods.

Weiss & Park, retailers, with a nice store in the Beacon Chambers, have just completed arrangements for a cigar and confectionery booth at Revere Beach, this coming summer.

The new show case of the National Cigar Stands Co. at Klein's Pharmacy has increased the cigar business wonderfully at that place.

M. Cohen & Co., makers of the American Smoker, are extra busy. This cigar is duplicating nicely. Ben Ali.

LUIS MUNIZ — MANUEL MUNIZ — HILARIO MUNIZ
VENANCIO DIAZ, Special Partner
MUNIZ HERMANOS y CIA
S en C
Growers and Dealers of
VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO
Cable: "Angel," Havana Reina 20, Habana P. O. Box 98

JOSE F. ROCHA,
Havana Leaf Tobacco
Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba
San Miguel 100,
Cable: "DOSALLES." HABANA, CUBA.

CHARLES BLASCO
Commission Merchant
Leaf Tobacco and Cigars
1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ, BENITEZ & CO.
Almacenistas de Tabaco en Rama y Viveres
Amargura 12 and 14, and San Ignacio 25,
Cable: "Tebenitez." P. O. Box 396. HABANA, CUBA.

LOEB-NUNEZ HAVANA CO.
Almacenistas de Tabaco en Rama
142 and 144 Consulado Street, HABANA.
Cable:—REFORM.

A. M. CALZADA & CO.
Packers and Dealers in Leaf Tobacco
and COMMISSION MERCHANTS
Monte 156, HABANA, CUBA.
P. O. Box, 593. Cable: "CALDA."

NDELSOHN — LOUIS A. BORNEMANN — MANUEL SUAREZ
Mendelsohn, Bornemann & Co.,
Importers of HAVANA TOBACCO
and Commission Merchants
New York Office: 196 WATER STREET
Havana, Cuba: MANUEL SUAREZ y CA., Amistad 96

Cable Address: DERBA. Telephone: 1629 John.
WM. BADER
Importer of Havana Tobacco
4 Burling Slip, NEW YORK
A Specialty of HAVANA WRAPPERS and FILLERS at retail. Mail orders promptly filled.

GONZALEZ Y MIGUEL
Almacenistas de Tabaco en Rama
Especialidad en Tabaco de Santa Clara de Primera Clase
Cable: "CASIN"
AMISTAD 97, HABANA.

ERNEST ELLINGER & CO. *Office:* *No. 161 Water Street* *New York*

Importers of HAVANA TOBACCO

R. B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
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AMSTERDAM, HOLLAND.
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JOSEPH S. GANS & CO.

Importers & Packers of **Leaf Tobacco**

Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers

IMPORTERS AND PACKERS OF **LEAF TOBACCO**

Established 1888. Telephone, 4027 John.

No. 163 Water Street, NEW YORK.

M. F. SCHNEIDER

IMPORTER OF

Sumatra Tobacco

NES. CORNER KUIPERSTEEG AMSTERDAM.

TELEPHONE, "377 JOHN."

2 Burling Slip, NEW YORK.

J. BERNHEIM & SON

HAVANA TOBACCO

138 MAIDEN LANE, NEW YORK.

Almacenes de San Jose, HAVANA, CUBA.

Joseph Hirsch & Son

IMPORTERS OF

SUMATRA TOBACCO

O. Z. VOORBURGWAL 227 Amsterdam, Holland.

OFFICE: 183 Water St.

Cable Address: "HERE." NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

New York, February 26.

The New York leaf market has been rather inactive during the past week, so far as seed leaf tobaccos are concerned. Reports have been received by several of our packers to-day which were to the effect that at Lancaster prices of green tobacco, that is, tobacco in bundles, had again taken a jump. Buyers are said to be out again in full force and practically falling over each other in an effort to get what is left of the 1906 crops, but the farmers, it is said, were quick to grasp the situation and up went their prices. In fact, they are said to be now demanding 17 cents, but packers will not pay that price.

It is also common talk that a number of the crops of new tobacco are being brought to the Lancaster warehouses in an intolerable condition, and that rejections galore have resulted.

Transactions in old goods have been limited in volume owing to the fact that prices have remained so steadfastly firm, although there were indications that if holders had been willing to make any sort of concessions there would have been some buying done.

Business with cigar manufacturers has kept up exceedingly well. In fact it is said to be above the average, generally speaking, considering the particular period of the year.

The statement made in this paper last week that Gus Eisenlohr, of Otto Eisenlohr & Bros., the widely known cigar manufacturers of Philadelphia, had taken passage for Europe as a guest of Mr. Benno Neuberger, of the extensive importing house of E. Rosenwald & Bro., has proven to be incorrect. Mr. Neuberger, together with Howard E. Stevenson, the firm's Pennsylvania representative, sailed on the steamer Amerika on the 16th inst., while Mr. Eisenlohr sailed a few days later on the Campania.

There is evidence of a decidedly growing tendency among independent retail dealers to adopt the use of some form of coupon system. Several coupon companies are already in the field but one of the latest, and which, by the way, is one of the oldest and most widely known, but which is just entering this particular field, is the Sperry & Hutchinson Co., of 320 Broadway. This company is undoubtedly the largest premium concern in the United States in its particular line, and that fact is bound at once to attract the attention of the cigar dealers, now that a coupon system has been devised by them for their special use.

Mose Eisenberg, of the Eisenberg Sumatra Co., at 169 Water street, has left for Amsterdam, where he will attend the Sumatra inscriptions in the interest of his firm.

There is still much speculation among importers as to what the effect will be of the recent changes in ownership of the several steamship lines which touch Cuban points, and in fact there is some little apprehension that possible, even if only somewhat slight, changes may be made that would mean an increased cost in freight.

Referee Lanier McKee has filed an account of the bankruptcy proceedings against James A. Crowley, a cigar dealer formerly located at 149 Nassau street, in the United States District Court, and a dividend will therefore soon be paid the creditors of this bankrupt.

J. M. Gans, of Gans Bros., manufacturers of the William the Fourth Clear Havana cigars, recently returned from an extended Western trip and upon which he met with most gratifying success.

The Tobacco World was the only paper which did not last week publish the sensational reports of a merger of one of the largest cigar manufacturing concerns in the country with the trust, and it is therefore the only paper that did not have to publish any denials of the same, but held the matter open until it shall have been known to be a fact.

Julius Marqusee has recently returned from a trip through the Wisconsin tobacco section, and announces that there was a very satisfactory state of affairs existing there.

Emile Auerbach, of Simon Auerbach & Co., will this week visit the Philadelphia trade where he already has a very long list of acquaintances.

Alexander & Zenn, at Burling Slip and Water street, manufacturers of clear Havana cigars, have recently admitted H. B. Alexander, father of the present senior member of the firm, to an active interest in the business. The firm as now constituted are all practical cigar men; H. B. Alexander having been for a number of years engaged in the retail business in this city, while Mr. Zenn has been for many years with other well known clear Havana houses.

J. Oppenheim, who for the past year has been representing the Cayey-Caguas Tobacco Co. in the New England States, is no longer connected with that house.

E. Steidenberg, Steifel & Co. have secured new factory quarters at 1059-61 First avenue, which they will take possession of as soon as necessary alterations can be made, and will remove their plant from 1895 First avenue. The new premises were formerly occupied by M. Foster & Co.

Sam Marcuson, the Boston representative of the Khedivial Co., has been spending a week at the factory headquarters here.

Louis Kramer, of Kramer & Goldberg, leaf brokers at Lancaster, Pa., and A. Goldberg, of Conradi & Goldberg, leaf dealers in San Francisco, were recently visiting the New York market. Mr. Goldberg will leave shortly for Amsterdam.

CHANGE OF OLD FIRM NAME.

New York, Feb. 26.

On March 1, the name of Lewis Sylvester & Son, packers and importers of Havana tobacco, at 165 Front street, will be changed to Sylvester & Stern. The firm will consist of A. L. Sylvester and Max Stern.

Constitution Seed and Havana Cigars

Made in the good old way.

EL DRACO CIGAR MFG. CO., Philada.

A. COHN & CO.

IMPORTERS OF

Havana and Sumatra

PACKERS OF

Seed Leaf Tobacco

and

Growers of Georgia Sumatra

142 Water Street, New York

EDEN CIGAR FACTORY

of

'BANCES & LOPEZ
HAVANA, CUBA.

Calixto Lopez & Co

180 Water St., New York

Will receive and attend to orders

Cigars made strictly of the very best VUELTA ABAJO TOBACCO

Established 1840. Cable "Nasgil."

Hinsdale Smith & Co.

Importers of Sumatra & Havana and Packers of Connecticut Leaf **Tobacco**

125 Maiden Lane, NEW YORK.

EDMUND H. SMITH
ENOS SMITH

JOSEPH HOLZMAN

SUMATRA, HAVANA and SEED LEAF **Tobacco**

185 Water St., New York

Cigar Moisture and Moisture Proof Boxes and Cabinets

BUBECK & GUERIN

Office, Factory and Sample Room

115 to 121 East Thirteenth St. New York

Write for Illustrated Catalogue.

T. J. DUNN & CO.

Makers of the

BACHELOR CIGAR

401-405 E. 91st Street, NEW YORK

JOHN W. MERRIAM & CO.

"At the Sign of the Bull Dog," New York

Real Habana Segar Makers and Importers

Habana Scraps and Cuttings for Sale

JOSH BILLINGS

5c. Cigar

"There hain't none better than the best."
—JOSH BILLINGS.

This Is the Best.

A cigar of merit with a push behind it.

The Best Little Cigars ever offered the American public.

Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship. Finest package.

I. LEWIS & CO.

Makers,

Established 1870. **Newark, N. J.**

Z. JOHN NORRIS,

Manager of the Philadelphia Office,

111 Market St.

E. A. CALVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

Established 1881 — THE — Incorporated 1902

TOBACCO WORLD

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PHILADELPHIA, FEBRUARY 27, 1907.

MORMONS vs CIGARETTES.

Representative C. M. Croft, of Morgan county, Utah, has introduced a measure making it a misdemeanor to sell, or give away cigarettes, cigarette papers or the "makin's." Section 1 of the proposed law reads:

"Hereafter no person or persons in this State shall sell, keep for sale, give away or furnish to any person or persons cigarettes or cigarette papers in any form whatever."

The penalty proposed for a violation of the act is "a fine of not less than $300 or not more than $500, and the costs of the prosecution."

So Mormonism seems more tolerable in Utah than the harmless cigarette, which is to be driven into exile from that State, and the fond worshippers of My Lady Nicotine will be compelled to seek solace in secret, like the despised unfortunate dope fiend, who hunts his darkened bunk to "hit the pipe."

Attention is called by our Boston correspondent to the fact that a contemporary which boasts of having no free, fake or fraudulent circulation, for the past year, when he had occasion to mention the name of a member of the trade there in his correspondence, the publication referred to would send free copies of the paper to those people at frequent intervals. And further, that lately the paper has been received every week by some of the Boston people mentioned in The Tobacco World from time to time, and without solicitation on their part.

The people in the trade generally are perhaps not thoroughly posted concerning the agitation aroused among second class mail users, as a result of the officiousness of Bureaucrats of the Postoffice Department who have been urging the adoption of radical changes in those privileges, and a possible increase of postage.

Under present regulations, publishers are permitted to send out each week, if their papers be weekly issues, a certain percentage of sample copies, but it is clearly against the spirit of the ruling to send a paper, even as a sample copy, with any degree of regularity to the same person or persons.

The most important point at issue at the present moment, however, is the fact that either our contemporary is grossly falsifying in its boastful weekly statements of having no free circulation, or our Boston correspondent is grievously mistaken, and yet he declares it to be his personal observation.

Until it can be satisfactorily shown us to the contrary, we prefer to believe his statements.

Japan now proposes to raise her own tobacco, and cease importing the product from the United States, as soon as the island farmers can be taught how to grow and care for it.

With that object in view, a representative of the Japanese Government is now in this country to investigate and study the American methods of tobacco culture, for the purpose of imparting the knowledge in his native land and encouraging the production of tobacco there.

Philadelphia Tobacco Trade

With the exception of the intercepting holiday on Friday last, the retail trade has had a very fair week's business in nearly all sections of the city. A noticeable improvement in box trade has very nicely swelled the retailers' receipts.

A rather amusing incident occurred (we say amusing, because no one was hurt, although not a little scared), a few days ago to W. H. Bailey, a well known downtown dealer who conducts a store at Twelfth and Mifflin streets, and who met with a very peculiar accident by the ignition of some matches which he had been carrying in his pocket. The flames had made some progress, badly burning his clothing, and had virtually penetrated to the undergarments before he discovered he was on fire. He was a pretty badly scared man, however, as he related it himself after having recovered from the shock. It happened that he was near the offices of Arthur Hagen & Co., on Third street, into which he ran almost breathlessly and where he was promptly taken in hand by J. Harvey McHenry, a junior member of the firm, who with two weeks of practical experience had pretty fully informed himself of the good effect of soothing syrup in emergency cases, and to this good luck Mr. Bailey owes his quick recovery of self composure. Knowing ones have stated since, however, that a snug little "wad" had been consumed before his predicament was discovered.

W. H. Nicely, the head salesman with T. H. Hart & Co., well known cigar importers and dealers, met with a painful accident on Sunday last, while riding in the Philadelphia street cars with his little daughter.

A most noticeable instance of strenuous demand occurred a few days ago, when the retail store of S. Goldstein, at Fifth and Locust streets, was visited by four men in the wee hours of the morning. They were each clamoring so vociferously for a package of Pall Mall cigarettes, that Mr. Goldstein was awakened from his slumber, and when the men were confronted by him in front of the show window, they renewed their demands for Pall Mall cigarettes, of which four packages were handed them through a hole which was found in the window.

R. K. Staley, representing the Day & Night Tobacco Co., of Cincinnati, was a recent visitor in this city, interviewing the jobbing trade on the prospects of his goods without the blue label attached. He found that the blue label was not so much in demand here, and it would not make any material difference if the Day & Night's packages were so distinguished.

At the Thirteenth and Arch streets store of the M. J. Dalton Co., quite an attractive display is being made this week of the R. & W. Jenkinson Co.'s Red Label stogies.

M. J. Dalton, President of the M. J. Dalton Co., will sail on Saturday next from New York, per steamer Havana for Cuba, and will spend some time on the island. The firm will, some time in March, take possession of their new store, at 533 Chestnut street, which is not yet quite ready for occupancy.

Showers of congratulations are being heaped upon J. Harvey McHenry, the popular junior member of the well know tobacco and cigarette selling agency of Arthur Hagen & Co., since the arrival of a plump heiress at the family wigwam, just two weeks ago last Sunday. The little newcomer is being much admired by the neighbors for squares around. She has been named Grace Ellis McHenry. It will be noticed that the initials of her name spell "Gem", and so she is.

The Consumers' Cigar Store Coupon Co., whose offices are 887 and 889 Drexel Building, is meeting with excellent success among Philadelphia retailers in introducing their coupon system, and quite a few of the more progressive dealers have already adopted this company's coupons. It is claimed that the success is due to the fact that this company is offering an excellent line of high grade premiums with their coupons.

W. C. Steel, a very enterprising dealer at West Chester, Pa., has written the Consumers' Cigar Store Coupon Co. that since he adopted the use of their system of coupons he had increased his trade 40 per cent. Another cigar dealer in the vicinity of Ninth and Juniper streets, this city, also reported that his trade had been greatly increased since his adoption of this company's system.

Business is said to have improved nicely among the jobbers this week. Dealers are evidently now beginning to replenish their stocks and jobbers are naturally feeling the effects of it. Manufacturers throughout the city are having an excellent business, in fact a number of them are reporting an increase in their sales over the corresponding period of last year.

Vetterlein Bros., of 114 North Fifth street, report that their sales on the Sabaroso, which is their leading five cent product, have increased over 30 per cent. over last year's sales for the months of January and February.

The Penn Tobacco Co., at Sixth and Cherry streets, say they have been exceptionally busy during the past week in shipping goods.

George Snodgrass, a salesman with the Penn Tobacco Co., fell dead at the corner of Germantown avenue and Sharpnack street this morning. It is supposed that death resulted from an affection of the heart.

The Perfect Cigar Bunch Machine Co. continues to receive highly encouraging letters from cigar manufacturers who have given their machine a trial, with the almost invariable result that the use of the device known as the Perfect Bunching Machine was adopted, and a number of machines in some instances are installed. One manufacturer at Lancaster, has written them that a machine which he tried has practically paid for itself in two months time.

F. Eckerson & Co. were among the most conspicuous figures in the Havana leaf trade this past week, having closed out several vegas of their importations.

Adolph Loeb, of K. Strauss & Co., sailed this week per steamer Staatendam, for Amsterdam, to attend the inscriptions. George Caufman, a salesman with this house, is now visiting the Baltimore trade, after having covered Richmond and other Southern points.

John N. Kolb, of the Theobald & Oppenheimer Co., and H. C. Gresh, of W. K. Gresh & Sons, Norristown, also left here this week for Amsterdam.

E. A. Calves, of E. A. Calves & Co., arrived in Havana yesterday.

Broker Louis Bythiner received a telegram on Tuesday from his son Dick, announcing his safe arrival at Hamburg, Germany.

The trade was visited here this week by Max Sondheim, of Leonard Friedman & Co., Emile Auerbach, of S. Auerbach & Co., A. Beckmann, with B. Van Lear, and Louis Leopold, of John Leopold & Sons, all of New York.

L. G. Haeussermann, of L. G. Haeussermann & Sons, has been visiting the trade in Baltimore, where he has an extensive acquaintance. John F. Schnupp, a salesman with this house, is again covering his Pennsylvania territory, and some very nice orders are received from him at frequent intervals.

George W. Newman has secured the account of Leonard Friedman & Co., of New York, importers of Havana

WARNING!

In the Circuit Court of the United States for the Eastern District of Pennsylvania

A Permanent Injunction

was granted to the EXECUTORS of the ESTATE of ISADORE LIBERMAN, deceased, and against WILLIAM F. RUWELL and BENJAMIN WILLIAMS, trading as the

Penn Cigar Machine Company,

restraining said parties from manufacturing or offering for sale any Cigar Rolling Tables, Wrapper Cutters or Pressure Rolls upon which patents are held by the above named Executors.

Legal process will be taken against all Infringers and Users of Machines Infringing upon these Patents.

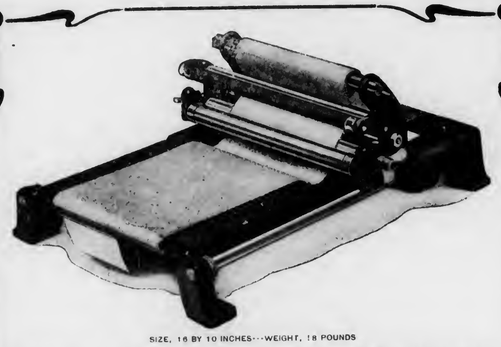
LIBERMAN MANUFACTURING CO.
814 Winter Street
PHILADELPHIA

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

1903-4-5 Zimmer Spanish, 1905 Gebhardt, 1905 Dutch, 1905 Connecticut, etc.



SIZE, 16 BY 10 INCHES---WEIGHT, 18 POUNDS

HOW TO REDUCE EXPENSES

is the foremost thought with all manufacturers just at this time

The solution can be found in our **Bunching Device**. and this can be proven to your entire satisfaction if you will call at our offices and see it "at work."

A most cordial invitation is extended. Every opportunity given for close inspection, and such tests as you may care to make; or full information furnished upon request. Agents wanted throughout the United States

The Perfect Bunching Machine Co.
No. 132 South Sixth Street
PHILADELPHIA

Wisdom on the Label
Wisdom in the Cigar

A 5c. Smoke that is so Good It is Bound to Repeat

Ohmit & Kraft
East Prospect
Pa.

Cigars of Quality Sell and Repeat.

Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

and Sumatra tobaccos, and was visiting the trade of Philadelphia this week in company with Max Sondheim of that firm.

Charles Hipple, of Hipple Bros. & Co., left early on Tuesday, for a week's visit in York and Lancaster counties.

J. Greenewald, of this city, representing G. Falk & Bro., of New York, has recovered from an attack of illness, and this week left for points in Pennsylvania.

MUST CHANGE CORPORATE NAME

Common Pleas Court Sustains Plea of Infringement.

A highly interesting suit, involving trademarks, has been decided this week, when Judge Von Moschzisker in the Court of Common Pleas of the County of Philadelphia, handed down an opinion in the case of the Juan F. Portuondo Cigar Manufacturing Company vs. the Vicente Portuondo Cigar Manufacturing Company, in which he decided that the latter was an infringement upon the rights of the former, in the use of the respective corporate names, in the present form of the latter, which is restrained by the opinion handed down from further use of that title in its present form, and that it must be changed so as not to be an infringement of the title of the first named company.

The Court also decided that the Portuondo label known as the Portuondo Plantation label, was an infringement of a label in use of the plaintiff company, and its further use is also prohibited, except in the case of the defendant company the use of a picture of Vicente Portuondo, deceased, is not restrained from being used on a label.

The "long stroke" as it was described in the bill in equity, which was long used by Juan Portuondo under his name, as a component part of his signature but which was also adopted by Vicente Portuondo, was found by the Court to be an infringement of the original, and its further use was refused by the opinion of the Judge.

The Vicente Portuondo Company was particularly solicitous about the use of the picture of Vicente Portuondo on a label and from which they were not enjoined, but will merely be required to change the title on the label bearing the picture referred to, as well as the Plantation label and the company name.

WANTS ACCURATE STATISTICS.

The Commissioner of Internal Revenue Issues Instructions to Collectors.

Washington, D. C., Feb. 21.

With a view to gathering more accurate information concerning the production of leaf tobacco in the United States, Commissioner of Internal Revenue John W. Yerkes has issued a letter of instruction to the various revenue collectors, which is as follows:—

"In order to co-operate with the Bureau of Statistics, Department of Agriculture, in securing reliable information as to the entire production of leaf tobacco in the United States each year, collectors are hereby instructed to secure from each dealer in leaf tobacco in their respective districts, a statement which may be written across one of the blank pages in their book 59, at the close of the quarter ending March 31, 1907, and which shall show in the aggregate the number of pounds of leaf tobacco purchased or received by such dealers from farmers during the quarter for which the report is made. Similar information will be secured from manufacturers of tobacco and cigars, and to obtain this information from them it will be necessary to have the manufacturers enter, under special heading in their monthly returns, form 62 and 72, respectively, for the months of March, June, September and December, the total number of pounds of leaf tobacco purchased or received by them directly from farmers during each quarter, and if no such purchases have been made they will so state.

"Collectors will as soon as possible after the close of each quarter, prepare from books 59 and from the tobacco and cigar manufacturers' monthly returns, a statement of the aggregate number of pounds of leaf tobacco purchased by dealers in leaf and by manufacturers in their districts directly from farmers during the quarter for which the report is rendered, and forward same promptly to this office.

"I realize that this will cause some trouble and inconvenience, but in the interest of the public good and in order to secure some reliable data as to the production of leaf tobacco, which contributes so largely to the wealth of the country, the prosperity of the farmers and growers of tobacco, as well as the government revenues, I trust dealers in leaf and manufacturers will give this matter their earnest attention and endeavor to make the returns as complete and accurate as possible.

"Collectors will be careful to instruct all dealers in leaf tobacco and manufacturers of cigars and tobacco in their respective districts that in making these special quarterly reports in aggregate of leaf tobacco purchased direct from farmers, they are not in any way relieved from the necessity of entering daily on their books and monthly returns the names and residences of the persons from whom the tobacco is purchased, as required by section 3,360, revised statutes, in the case of leaf dealers, and as provided from the headings 'name and residence' on the books and monthly returns of manufacturers."

SPECIAL NOTICE
(12¼ cents per 8 point measured line)

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EDWIN L. KOPPELMAN CO.
7-6-1h **81 Pine St., New York.**

FOR SALE.—Nice lot of 75 hogsheads; good heavy Kentucky broken leaves and scraps suitable for making smoking tobacco. Also, nice old, well sweated, well-sized cigar fillers and wrappers.
Buckner, Dunkerson & Co.,
7-11tf Louisville, Ky.

MODERATE CAPITAL DESIRED to introduce improved cigar box; simple and inexpensive; approved by the Government; a fortune-maker. ground floor proposition to right person. Address P. H. Larkin, Norfolk, Va.

ESTABLISHED BROKER desires a good line of Medium Priced Goods. Good business for a good factory. Address J. S., Box 32, care of Tobacco World, Philada. 12-19tf

WE PURCHASE Cigar Molds—undesirable shapes—such as No. 16,261, No. 8,832, No. 8,569. Write us stating what you have and the quantity. Winget Mfg. Co., York, Pa. 12-12tf

WANTED.—Position as Cigar Salesman for New Jersey; eighteen years experience; reference furnished. Address E.A.B., care of Tobacco World.

SITUATION WANTED.—Cigar Foreman or Superintendent is open for a position; best of reference. Address Box 25, care of Tobacco World.

Rutherford Clear Havana Cigars are sold by successful dealers. There is a Reason.

CIGAR RIBBONS.

Largest Assortment of **Plain and Fancy Ribbons.**
Write for Sample Card and Price List to Department W

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.
36 East Twenty-second Street, NEW YORK.

Trade-Mark Register

E. R. V. 15,316
For cigars. Registered February 19, 1907, at 9 a.m., by Edward Berger, Lebanon, Pa.

Chas. De Price. 15,317
For cigars. Registered February 20, 1907, at 9 a. m., by C. W. Price, York, Pa.

Doc, Jim and Me. 15,318
For cigars. Registered February 20, 1907, at 9 a. m., by C. W. Price, York, Pa.

Col. Andy. 15,319
For cigars, cigarettes, cheroots, tobacco and stogies. Registered February 21, 1907, at 9 a. m., by W. A. Hall, Washington, D. C.

Cream of Wheat. 15,320
For cigars. Registered February 23, 1907, at 9 a. m., by R. R. Beidleman & Co., Tiffin, O.

Admiral's Favorite. 15,321
For cigars. Registered February 23, 1907, at 9 a. m., by R. R. Beidleman & Co., Tiffin, O.

Cousin Henry. 15,322
For cigars. Registered February 23, 1907, at 9 a. m., by George N. Williams, Reading, Pa.

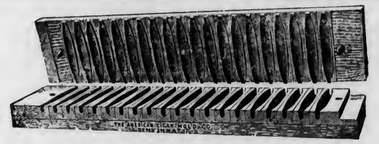
Country Dude. 15,323
For cigars. Registered February 26, 1907, at 9 a. m., by S. R. Kocher, Wrightsville, Pa.

REJECTED.

National Sports, El Rico Big Stick, Flying Colors, Avondale, Paul Revere, Zenith, The Twentieth Century Zenith.

Marcus Jaskulek — Morris Jaskulek — Robert Jaskulek
M. JASKULEK & SONS
Packers and Dealers in
Leaf Tobacco
814 and 816 East Third Street
DAYTON, OHIO

Joe Endress, Jr. — A. C. Kercher
Pioneer Leaf Tobacco Co.
Germantown, Ohio
Packers of CIGAR LEAF TOBACCO



High Grade Cigar Molds
in any shape, at lowest prices.
CIGAR MANUFACTURERS' REVENUE BOOKS
25 cents each; postage prepaid, 30 cents.
The American Cigar Mold Co., Cincinnati, O.

W. H. SNYDER & CO.
Windsor, Pa.

Manufacturers of Popular Brands of

Fine and Medium Priced Cigars

Correspondence with Wholesale and Jobbing Trade only invited.
Particulars cheerfully given to responsible inquirers.

Our Leaders Include:

Honeysuckle, Rose Show,
Jumbo, Libby Dear,
Verelda, Charles Fay,
Carisima, Gov. Pattison,
Model American, and Others.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

J. F. REICHARD

Wholesale Dealer in

LEAF TOBACCO

of All Grades

Craley, Penna.

W. W. STEWART & SON

Reading, Pa.

Makers of the

JOHN HAY

LADY HELEN

10c.

JOHN HAY, Jr.

ELI PERKINS

5c.

High Grade Seed and Havana Cigars

Correspondence with Responsible Houses Solicited

L. J. SMITH & CO.

Wholesale Cigar Manufacturers

AND **Dealers in Leaf Tobacco**

RED LION, PA.

Manufacturers of

and PAN ANNA

5c. Cigars

TWO HAVANAS

Two for Five Cents

Private Brands made to order.

With Specially Designed Bands. Correspondence with Responsible Houses solicited.

SMITH BROS.

Brokers in Domestic and Imported **LEAF TOBACCO**

No. 17 Charter Street, Dayton, O.

Ohio Goods Our Specialty

PHILADELPHIA LEAF MARKET

Nothing of special interest has transpired in the local leaf market during the past week, although a moderate volume of business was done in seed leaf tobaccos. The strangest features of the market were perhaps the fact that but a short time ago practically no business could be done on Zimmer Spanish, whereas recently it was a type of tobacco which was most actively traded in. The 1905 Pennsylvania tobaccos are beginning to be looked upon by manufacturers with much more favor, since it has been pretty definitely learned that packers will be unable to secure the 1906 crops at a lower average price than the 1905 was secured for, and it is an established fact the 1905 is a good tobacco, and there remains still a serious question as to how the 1906 will turn out after the sweating process. There has been no change in price for 1905 Pennsylvania, and large transactions have been consummated. Transactions as far as other seed leaf tobaccos are concerned, are only of an ordinary nature.

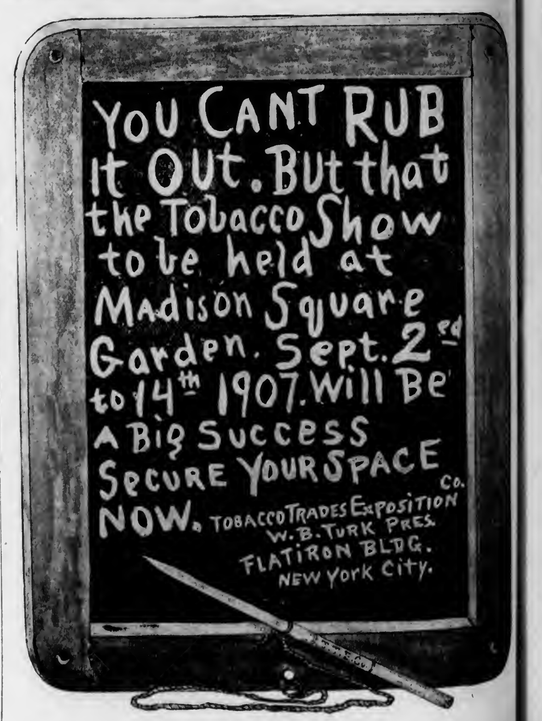
Sumatra has been moving fairly well, and again a number of small lot sales are reported.

In Havana tobacco the market was slightly more active than last week, and one importer reports the closing out of four vegas. Prices have been uniformly firm.

—A. E. Eisenhart, for 35 years engaged in cigar manufacturing at Toledo, O., is retiring from business.

Rutherford, Constitution, Hunter—a strong trio.
El Draco Cigar Mfg. Co., Philada.

HUNTER 5c. Cigar
is successful with successful dealers.
El Draco Cigar Mfg. Co., Phila.



J. B. MILLEYSACK

Manufacturer of

Fine Havana Hand-Made **CIGARS**

No. 821 Lake Street

LANCASTER, PA.

Correspondence with the Jobbing Trade solicited.

J. E. SHERTS & CO.

Lancaster, Pa.

Manufacturers of

High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

The Gilt Edge Cigar Box Factory

J. FRANK BOWMAN

51 Market St.

Lancaster, Pa.

CIGAR BOXES
SHIPPING CASES
LABELS, EDGINGS, RIBBONS

Cigar Manufacturers' SUPPLIES

of All Kinds

Daily Capacity, Five Thousand Boxes

W. H. RAAB & SONS.

Manufacturers of

High Grade Cigars.

La Cubana Cigar Factory No. 463 Established 1871.

Capacity 75,000 per day.

DALLASTOWN, PA.

Move Your Tobacco on

Box Truck

USED BY

Leading Tobacco Dealers

BUILT AND SOLD BY

The Wm. F. Kramer Co.

DAYTON, OHIO

Geo. W. Conway

DALLASTOWN, PA.

Manufacturer of

Nickel & Medium Price CIGARS

For Wholesale and Jobbing Trade

E. RENNINGER,

Established 1889.

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

Lithographers and Printers 322-326 E. 23rd ST. SAMPLES & PRICES FURNISHED UPON APPLICATION

IN STOCK AND TO ORDER **Krueger & Brain** NEW YORK **CIGAR LABELS and BANDS**

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE

Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.

A Card Will Bring More Information and Prices.

Chaskel Chemical Works

265 West Broadway, New York

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphi Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

HAVANARINE

helps to make good cigars. Are you using it? if not, why? Write us for sample and full particulars.

Tobacco Improvement Co.
504 Ninth Street, N. W.,
Washington, D. C.

O. L. SCHWENCKE LITHOGRAPHIC CO
CLARENDON ROAD & E. 37TH ST. BROOKLYN, N. Y.
FINE CIGAR LABELS
BANDS & EDGINGS
PRIVATE BRANDS OF ORIGINAL DESIGN
CHICAGO BRANCHES SAN FRANCISCO

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

NEW CIGAR FIRM IN YORK.

York, Pa., Feb. 26.

W. L. Toomey, formerly engaged in the cigar manufacturing business at Hanover, under the name of La Union Cigar Factory, but lately discontinued, will soon again enter the business, but this time in York, where will be established the firm of W. H. Toomey & Co., who have secured quarters in the former Jacoby Furniture Factory building on North George street and the Codorus creek.

They will be ready to begin operations within a few weeks, and will devote themselves entirely to the manufacture of high grade goods. Mr. Toomey will within a short time remove his family from Hanover to York, where he will make his future home.

WARNING TO N. Y. STATE GROWERS

Leaf Packers Issue Notice Condemning Unreliable Fertilizers.

Elmira, N. Y., Feb. 21.

We the undersigned tobacco dealers residing in and doing business here in the Flats district, wish to enter an emphatic protest against the use of cheap and unreliable fertilizers in the production of leaf tobacco. These unreliable mixtures are being used each year to the great detriment of the quality and burn of the leaf and this tendency must be curbed. Otherwise the hitherto good reputation of the Flats district is bound to suffer.

We will not buy at any price, knowingly, any crop raised with a cheap unreliable grade of fertilizer and will give the grower who uses stock manure exclusively, with stable manure in the larger proportion, the preference, other things being equal.

(Signed)
W. C. Sleight, Agent for E. Rosenwald & Bro.
John Brand & Co.
Farnham & Reynolds,
George M. Wood & Co.,
H. C. Mercereau & Co.,
Goff & Mather Co.,
Mutschler & Co.,
W. H. Ralyea & Co.

WHITE ROLLS TO BE AGAIN ON EXHIBITION.

The Ware-Kramer Tobacco Co., of Norfolk, Va., has within the last few days made contract for space for an exhibit of their famed White Rolls cigarettes at the coming Tobacco Exposition. Everyone who attended the Exposition last year noticed the white booth and became acquainted with the dainty white and gold package of cigarettes, and visitors to the Garden this year will again see the familiar booth and the representatives of the company, who will be there to welcome their many friends.

HUNTER BEST FOR A NICKEL
is all to the front; made by
EL DRACO CIGAR MFG. CO., Philada.

BADGER STATE ITEMS.

Edgerton, Wis., Feb. 23.

The tobacco warehouses throughout this State are now working full blast in packing the 1906 crops.

The American Cigar Co. contemplates increasing the size of its sorting room at the Edgerton warehouse in the early spring.

Charles J. Waxelbaum, of A. Cohn & Co., of New York, was in this State recently inspecting the firm's holdings, and appeared much pleased with conditions generally.

M. F. Greene & Son, of Janesville, are this year packing considerable tobacco.

At a special meeting of the Commercial Club at Brodhead, last week, about $500 was contributed for a fund as a bonus to the American Cigar Co., for the building of a storage warehouse at that place. An attempt will be made to raise the amount to $1,000.

An organization to be known as the Brodhead Tobacco Growers' Association has just been formed at Brodhead.

From Janesville comes a report that the moderate weather that has prevailed of late has had a tendency to loosen all kinds of business that seemed to have been frozen up by the cold spell that prevailed the early part of the month, and among those so affected was the leaf industry. While the receiving end of this industry kept steadily moving in spite of the zero weather, the selling and shipping end was most conspicuous by its absence until this warm spell struck town, and now this part of the trade bids fair to continue at a right smart pace for some weeks to come.

Those who have shipped from this market in the week or so past were A. N. Jones two cars, J. A. Ryan, one car of 1906 fillers and S. Grundy, two cars of 1905 leaf.

Receiving is yet a main factor in the trade here and if evidence would count much it would seem that all the leaf grown in Wisconsin was being unloaded at this market, as it is a daily scene to see long processions of wagons loaded with bundled leaf passing through the city's streets, while at many of the warehouses cars are standing filled to the brim, being unloaded at a pace that was glorious to watch. The gangs at the icehouses were no match for these tobacco handlers, and it has been a fast gait with the icemen.

—The Tibbets Cigar Co., at Grand Junction, Col., has been incorporated with a capital of $5,000, by James L. Hamilton, Chas. H. Robinson, and Frank. J. Tibbets.

PATENTS RELATING to TOBACCO, Etc.

844,583 Apparatus for curing tobacco; Benjamin L. Dixon, Georgetown, Ky.

844,783 Paper-cigarette machine; Napoleon Du Brul, Cincinnati, O.

844,610 Electric cigar-lighting apparatus; Svend M. Meyer, New York.

Telephone Call, 432—B
Office and Warehouse:
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.
E. L. NISSLY & CO.

Growers and Packers of
Fine Cigar Leaf Tobacco
Fine B's and Tops Our Specialty
Critical Buyers always find it a pleasure to look over our Samples
Samples cheerfully submitted upon request
P. O. Box 96

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
LANCASTER, PA.
United Phones

J. W. BRENNEMAN
Packer and Dealer in
Leaf Tobacco
Packing House, Millersville, Pa.
Office and Salesrooms,
110 and 112 West Walnut St.
LANCASTER, PA. United Phones

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

W. R. COOPER & CO.
Packers of
Penna. Broad Leaf
Dealers in All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS and DEALERS IN Leaf Tobacco
142 N. Market Street,
LANCASTER, PA.

The York Tobacco Co.
Packers and Jobbers in All Grades of
LEAF TOBACCO
Office and Warehouse, 15 East Clark Avenue
Manufacturers of Cigar Scrap Tobacco
York, Pa.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We Make SCRAP Filler, Ready for Use
York, Pa.

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO
Jobber in Sumatra, Florida Sumatra and Havana
Lemon and Arch Sts. Lancaster, Pa.

and THREE CUBANS

MANUFACTURED BY

Central Cigar Company

LEWIS SMITH, Proprietor

Forbes and Marion Streets, Pittsburg, Pa.

Wholesale and Jobbing Trade solicited.

UNION MADE — SOLD ON ITS MERITS

Factory 1898. First District Penna.

TOM BAINES

Nickel Goods.

Strictly a First Class Article—Equal to Any Union or Non-Union Cigar on the Market—Probably Better, You to Judge—and Prices No Higher than Others.

H. G. Burky, Maker, Reading, Pa.

UNION MADE — BLUE LABEL USED

H. G. BARNHART

Cigar Manufacturer

Springvale, Pa.

One of Our Leading Brands:

Cuban Duchess

Only High Grade Tobacco Used

Cigars always duplicate

All Jobbers Who Handle Travellers Tips

Say it Always Moves Well

"A Good Five Cent Cigar"

Abbott Cigar Co.

ABBOTTSTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day

5c. Brand

Is Strictly Union Made

Ideal Cigar Co.

CENTENNIAL, PA.

HENRY H. SHEIP MFG. CO.

Cigar Boxes

Cigar Box Lumber

Largest stock of

Sawed Mexican and Cuban Cedar,

Veneered Cedar,

Imitation Cedar.

WRITE FOR PRICES

COLUMBIA AVENUE and SIXTH STREET

PHILADELPHIA.

OUR READING LETTER

(Concluded from page 7.)

Phares Hildebrand, of the leaf firm of Hildebrand & Adler, has been confined to his home by illness for a period of two weeks, but is now convalescent and attending to business as usual.

Charles Potteiger, at 6th and Washington streets, is making a very attractive window display of the Otis brand of cigars which is manufactured by J. W. Sheridan & Co., of Reading, but for which Mr. Potteiger has taken the local selling agency.

J. W. Sheridan, of J. W. Sheridan & Co., recently returned from a business trip through the West, where he secured some substantial orders for their products.

John U. Fehr & Son have lately been receiving considerable quantities of Ohio, Connecticut and Wisconsin tobacco, and business, they say, is nicely ahead of the same period of last year.

George W. Green, proprietor of the Reading Tobacco Co., is placing on the market a new brand of scrap tobacco under the name of Letter Box Cigar Clippings. Mr. Green has been suffering a great deal from rheumatism lately, but is now improving nicely.

The N. & N. Cigar Co., on North 8th street, reports a good trade on their Jerry Murphy and Triple N. brands of cigars. They have also recently put on the market a new brand under the name of Honor Bound, which is made up in various sizes, and designed to sell at retail for 5, 10 and 15 cents.

Charles Ream, manufacturer of union made cigars, at 4th and Washington streets, is developing some new territory on his Neversink cigar, and judging from the reports of his salesmen he feels confident of having good future prospects on that brand.

Eline & Kutz, at 645 North 9th street, appear to be making good progress with their business. New men are being put on and some considerable new territory is to be worked up on their Bard of Avon brand of nickel cigars.

E. A. Wallick, representing the Maryland Litho Co., of Baltimore, Md., has been visiting the trade in this section lately. He finds a very desirable patronage in this vicinity.

B. R. Mort, of J. W. Wartman & Co., Philadelphia, was a recent visitor in the trade here.

A. S. Valentine & Son, of Womelsdorf, Pa., who are operating a cigar factory at Myerstown, Lebanon county, expect to soon increase their output at that factory, the owners of the building having agreed to erect an additional story to it as soon as the weather will permit. The additional space will enable the firm to put on a hundred more cigarmakers.

A new cigar factory building is to be erected at Newmanstown by James Lape, who will engage in the cigar manufacturing business with his son-in-law, under the firm name of Lape & Leitner.

F. J. Ritter of Boyertown, is this week covering the northern part of the State in the interest of his cigar business. In a comparatively short time Mr. Ritter has built up quite an extensive business on his product.

John J. Eshelman, at Mohnsville, is at present finding himself extremely busy. Orders have been piling up on him of late and still continue to come in with each mail. Owing to a stress of business he was compelled to recently open an additional factory which he located at Reamstown, Lancaster county.

BRBANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars

JOHN D. LONG

OFFICE: No. 118 Mifflin Street — Manufacturer of **Cigars** — FACTORY: Cor. Maple & Plum Aves.

Lebanon, Penna.

A Specialty of Private Brands. Telephone Connection Samples Sent to Responsible Houses.

HERMAN DELLE

York, Penna.

Maker of

Delman 10 and 5c.

Herdel 5c.

Alex. Martin 5c.

UNION MADE

CIGARS

Sold to Wholesale & Jobbing Trade only

Samples to Responsible Houses

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades. Correspondence solicited. Samples on application.

BRANDS:—*The* **Bear, *The* Cub, Essie, and Matthew Carey**

C. E. MATTINGLY & CO.

Manufacturers of

High Grade Union Made

5c. Cigars

FOR THE Wholesale Trade Only

Union Chief Supreme Union

McSherrystown, Pa.

El Ono

Union Made

5-Cent Cigars

are as Good as Cigars Can be Made

Chas. A. Oberly, Maker

LEBANON, PA.

INCREASE YOUR PROFIT!

Columbia Straight Will Do It.

We bought a large supply of Good Havana and Domestic Tobacco at the right time.———We are located where Good Workmen can be had at Fair Prices.

These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.

Fred Schlaeger & Co., Columbia, Pa.

Samples on application.

GEO. W. PARR

Manufacturer of FINE CIGARS

Littlestown, Pa.

MAKER OF

5c. {THE FERNSIDE} 5c.

Sold to the Jobbing Trade only

Correspondence invited

W. R. DAUGHERTY & BRO.

Manufacturers of

Fine Domestic Cigars

Dallastown, Pa.

HIGHEST QUALITY FINEST PACKAGES

Wholesale and Jobbing Trade only. Correspondence with Active Houses Invited

---

R. E. JACOBY

Wholesale Manufacturer of Strictly Uniform Quality of

High Grade Seed and Havana Cigars

Rothsville, Pa.

Correspondence with the Wholesale and Jobbing Trade Invited.

Established 1870 — Factory No. 79

S. R. KOCHER

Manufacturer of

Fine Havana Cigars

and Packer of

Leaf Tobacco

WRIGHTSVILLE, PA.

Describe the Flavor You Want

and our Laboratory will fit you out with complete satisfaction.

Acme Extract and Chemical Works

E. G. ECKERT, Proprietor — HANOVER, PA.

T. A. MYERS & CO.,

CIGAR BOX EDGINGS

YORK, PENN'A.

SAMUEL FREY

Craley, Pa.

Manufacturer of Cigars for the Wholesale Trade

OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.

ALLEN GOODRICH, 3c.

Samples to Responsible Houses

They Smoke It and Come Again

BLEND, QUALITY and WORKMANSHIP to Please the Most Critical Smokers

Manufactured for Jobbing Trade Only

The Toedtman Cigar Co.

Makers of the Highest Grade of 5c. Cigars Exclusively

MIAMISBURG, OHIO.

The American Tobacco Co.

Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug

They Please All Tastes

Always Uniform and Reliable

Leaf Tobacco Markets.

BALDWINSVILLE, N. Y.

Deliveries have been heavy at the local warehouses this week. Local buyers are still buying and several sales have been reported during the past few days. A large number of growers from all parts of the tobacco territory of Central New York attended the meeting of the New York State Tobacco Growers' Association held here last Saturday and much enthusiasm was manifested in the prospects for improved conditions in New York State.

E. L. Beebe is still in the field for good tobacco, buying for Chas. J. Lederman of Lancaster, Pa.—Gazette.

CONNECTICUT VALLEY.

There is very little if any stir in the tobacco world, or that part of the tobacco world that relates to the buyers and the farmers. I have not heard of a single lot of bundle tobacco having been sold in this vicinity for the past week, nor have I heard of a buyer riding who was looking for bundle tobacco. But wherever there is a lot of tobacco put into the shop to be assorted, there are buyers enough to look at such crops. One lot that I have in mind was in the shop but a very few days before it was being watched, and the probability is that it will be bought as soon as it is ready; no offer has ever been made on it so far as I have heard. Where sales of this class have been made it has brought more than was offered for the same crop in the bundle.

Our correspondents write:

Bradstreet, Mass.: Sale is reported of 86 cases of tobacco sold to Miller of Hartford, Ct., by E. W. & S. H. Field; price not given. W. H. Belden sold a part of his packing to the same party.

Feeding Hills, Mass.: There are about seventy acres of tobacco remaining unsold and in the hands of the farmers. That sold early has nearly all been delivered, though a good deal of that sold didn't go to packing houses until this month. About the same number of acres will be raised another year.

Wethersfield, Ct.: The tobacco is all taken from the poles and stripped, but very little sorted or sold. It is the best crop grown here in a good many years. Have to report the sale of the following crops: C. E. Adams, G. F. Warner, E. J. Bulkely and J. L. Weller to Hartford parties at a reported price of 18 to 20 cents in the bundle.

North Hatfield, Mass.: The news relating to tobacco is very slow in this vicinity, only such tobacco as has been assorted being sold at all. Mr. Willis Holden has reopened his shop and is now engaged in sorting the crop (has 1½ tons sold hail cut) of Ed B. Dickinson of North Hatfield, about 12 tons. This has been called the finest, lightest crop raised in this vicinity.—American Cultivator.

RUTHERFORD CLEAR HAVANA LEADER

from the factory of

El Draco Cigar Mfg. Co., Philada.

A. HUSSEY LEAF TOBACCO

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ST. LOUIS

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Dallastown, Pa.

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It is easier to operate.
It keeps the accounts in YOUR OWN HANDS.
It brings the money to YOU.
It saves Collection Agencies fees.
It saves Membership fees.
It saves getting into the hands of unreliable agencies

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Each outfit contains everything necessary to collect 50 claims.

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YORK, PENN'A.

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YORK, PA.

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Manufacturers of

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JOHN SLATER & CO.

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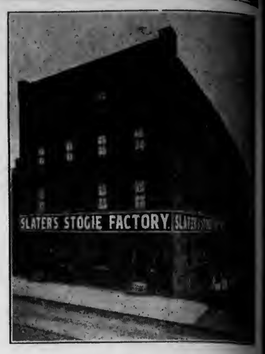

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Red Lion, Pa.
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Factory No. 2 **707 Ohio St., ALLEGHENY, PA**

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Cigar & Tobacco Flavors
Sweeteners, etc.
Sample Free The Most Popular Flavors Since 1855.
☞Please write for them.
Guaranteed to be the Strongest, Cheapest, and Best.

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Try it.

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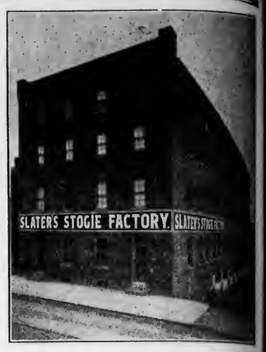

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THE AMERICAN

TRADE MARK. REGISTERED

HAVANA CIGARS

NONE GENUINE UNLESS BEARING THIS BAND WITH OUR TRADE MARK IN COLORS

BEWARE OF IMITATIONS.

ON SALE EVERYWHERE

Constant Growth

signifies

Constant Merit!

Cigars that hold the confidence of their smokers pay dealers best.

DIAMOND JOE CIGAR FACTORY brands stand pre-eminently in a class of their own.

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Evansville, Ind.

WARREN BECK & BRO.

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Admiral Gherardi
Gen. Warren
La Responder Marcana
La Cantidad

Cigar Manufacturers

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Manufacturers of CIGARS & Dealers in LEAF TOBACCO,

Dallastown, Penna.

A. D. KILLHEFFER, MILLERSVILLE, PA.

Maket of High Grade Cigars.

No Salesmen. Communicate with Factory.

E. ROSENWALD & BRO.

THE TOBACCO WORLD

Established in 1881. Vol. XXVII., No. 10.

PHILADELPHIA and NEW YORK, MARCH 6, 1907.

One Dollar per Annum. Payable in Advance.

PHILIPP J. KOLB & CO.

IMPORTERS & PACKERS OF LEAF TOBACCO

No. 310 Race Street

PHILADELPHIA

•CENTRAL UNION•

No other brand of Tobacco has grown so quickly in public favor.

Reasons:

Quality, Price, Union Label, Friendly Dealers' Aid, and Tobacco Trust's Hostility.

United States Tobacco Co., Richmond, Va.

SUMATRA TOBACCO

The Kind that Wraps Economically

H. DUYS & CO.

No. 170 Water Street, New York

The Leading Exclusive Sumatra House

Amsterdam House:—De Amsterdamsche Tabakshandelmaatschappij.

Growers and Packers of

FLORIDA TOBACCOS

Write for Samples

SCHROEDER & ARGUIMBAU

178 Water Street, New York

THE 5c. CIGAR that you'll say is "All to the Front."

El Draco Cigar Mfg. Co. Philada.

EISENLOHR'S Cinco Philadelphia CIGARS

As Clean as the Food You Eat
Vesper CIGAR 5¢

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
(NICKELBY, 5c.)

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

Sumner Greene — E. T. Colyer
SUMNER GREENE & CO.
Manufacturers of
Greene's Seal Cigars
2330 MARKET ST., PHILADELPHIA

PHILADELPHIA — SMOKE VETTERLEIN BROS' SABOROSO PHILADELPHIA CIGARS — BOSTON

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
114 N. 7th St. Philadelphia

SUPERIOR Quality and Workmanship

Vicente Portuondo CIGAR MFG CO. PHILADELPHIA Cigars

Factory No. 968, First District Penna.

YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
ALL JOBBING HOUSES

If You Want to be in HAVANA
Smoke CAMELA 5c. CIGARS
Made by HENRY HEYMANN'S SONS
Sinking Spring, Pa.

Parmenter Wax-Lined Coupon Cigar Pocket
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U. S. A.
Sole Owners and Manufacturers.

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THE TOBACCO WORLD

MARYLAND TOBACCO ADVANCING.

Baltimore, Md., March 2.

Maryland tobacco is today selling for more money than at any time during the past few years, and the demand for the better grades is much stronger than the demand for the cheaper and inferior quality. According to quotations last week leaf was selling at from 3½ to 11 cents, the latter figure being the high water mark, and there are indications that the figures will slightly advance within the next few weeks. The reason for this is said to be due to a shortage of the "seed" crop of Ohio, Pennsylvania, Connecticut, Wisconsin and other States, and to manufacturers of cigars turning their attention to the Maryland product.

For a number of years manufacturers have paid but little atttention to Maryland tobacco, and that was largely because their supply came from the States named, but now that the supply is short the manufacturers have been compelled to seek elsewhere, and by experiments they have found that the leaf grown in this State is really superior to what they gave it credit of being.

Much of the tobacco that has been sold recently has gone to the great cigar factories in Pennsylvania, Ohio and New York, and the sale occasioned by the demand has naturally strengthened prices.

A local broker declared that the prospects are more encouraging than they have been for many years. In his opinion, however, it is not likely that there will be a falling off in the demand for some time and that it is possible that prices will advance even higher than they now are, although there is a wide range dependent on grade.

With the demand for the higher grade of tobacco there has been a decline in that fof the commoner quality. The low grades were in great demand for a number of years by Holland and Germany, but of late the market has fallen.

The broker said that he feels sure that the Maryland planter will have a prosperous season next year if he pays closer attention to his crops and will endesavor to cultivate only the very best grades.

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THE 5c. CIGAR that you'll say is "All to the Front."

El Draco Cigar Mfg. Co. Philada.

EISENLOHR'S Cinco Philadelphia CIGARS

Clean as the food you Eat
Vesper CIGAR 5¢

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
(NICKELBY, 5c.)

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

PHILADELPHIA
SMOKE VETTERLEIN BRO'S.
SABOROSO
PHILADELPHIA
CIGARS
BOSTON

Sumner Greene — E. T. Cohn
SUMNER GREENE & CO.
Manufacturers of
Greene's Seal Cigars
2330 MARKET ST., PHILADELPHIA

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
114 N. 7th St. Philadelphia

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

SUPERIOR Quality and Workmanship

Vicente Portuondo CIGAR MFG CO. PHILADELPHIA Cigars

Factory No. 968, First District Penna.

YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
ALL JOBBING HOUSES

If You Want to be in HAVANA
Smoke CAMELA 5c.
Made by CIGARS
HENRY HEYMANN'S SONS
Sinking Spring, Pa.

Parmenter Wax-Lined Coupon Cigar Pocket
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U. S. A.
Sole Owners and Manufacturers

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

MARYLAND TOBACCO ADVANCING.

Baltimore, Md., March 2.

Maryland tobacco is today selling for more money than at any time during the past few years, and the demand for the better grades is much stronger than the demand for the cheaper and inferior quality. According to quotations last week leaf was selling at from 3½ to 11 cents, the latter figure being the high water mark, and there are indications that the figures will slightly advance within the next few weeks. The reason for this is said to be due to a shortage of the "seed" crop of Ohio, Pennsylvania, Connecticut, Wisconsin and other States, and to manufacturers of cigars turning their attention to the Maryland product.

For a number of years manufacturers have paid but little atttention to Maryland tobacco, and that was largely because their supply came from the States named, but now that the supply is short the manufacturers have been compelled to seek elsewhere, and by experiments they have found that the leaf grown in this State is really superior to what they gave it credit of being.

Much of the tobacco that has been sold recently has gone to the great cigar factories in Pennsylvania, Ohio and New York, and the sale occasioned by the demand has naturally strengthened prices.

A local broker declared that the prospects are more encouraging than they have been for many years. In his opinion, however, it is not likely that there will be a falling off in the demand for some time and that it is possible that prices will advance even higher than they now are, although there is a wide range dependent on grade.

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INTENTIONAL SECOND EXPOSURE

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J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF Tobacco

115 Arch Street, Philadelphia

FOUNDED 1855

John T. Dohan — SELECTED D&T VUELTA ABAJO — Wm. H. Dohan

FLOR de D&T

DOHAN & TAITT

Importers of Havana and Sumatra

Packers of Leaf Tobacco — VUELTA ARRIBA — 107 Arch St. PHILADA.

K. STRAUS — A. LOEB

K. STRAUS & Co.

IMPORTERS OF

PACKERS OF LEAF TOBACCO — HAVANA

301 & 303 North 3rd St.

PHILADELPHIA.

Established 1825

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

AND PACKERS OF

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

Benj. Labe — Jacob Labe — Sidney Labe

BENJ. LABE & SONS

IMPORTERS OF

Sumatra and Havana

Packers and Dealers in Leaf Tobacco

228 North Third St., Philadelphia

Julius Hirschberg & Bro.

Importers of Havana and Sumatra and Packers of Seed Leaf

Tobacco

125 North Third St., Philada.

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana

and

Packers of Leaf Tobacco

306 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in

Importers of HAVANA and SUMATRA SEED LEAF TOBACCO

111 Arch Street, Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N. Y.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

H. Golinsky & Son

Importers & Packers of

HAVANA AND SUMATRA SEED LEAF TOBACCO

147 N. Third St, Philadelphia, Pa.

The Empire Leaf Tobacco Co.,

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco

118 N. 3d St., Phila.

J. S. BATROFF

224 Arch St., Philadelphia

Broker in LEAF TOBACCO

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. The Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the Presidency of the Rebublic: dark blue.

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ploit and market such devices as may from time to time be invented to improve workmanship on cigars or to facilitate their manufacture. Patent rights of an invention which promises to revolutionize the manufacture of cigars with special reference to shapes, have recently been acquired by this new concern, but for the present it is not desired to say much concerning it until a working model has been completed. When the manufacturing of this machine is begun, working models will be exhibited at different places. The directors are F. E. Barnes, A. B. Smith and S. M. Frechie, of the Barnes-Smith Cigar Co.

CIGAR DEALERS' LICENSE LAW UNDER ADVISEMENT.

Los Angeles, Cal., Feb. 25.

Once again the city councilmen have dodged action on Mayor Harper's ordinance providing a license for cigar dealers. The ordinance was up for hearing before the Committee of the Whole, and a delegation of cigar dealers, headed by Anthony Schwamm, member of the Fire Commission, appeared to oppose it.

The dealers told the councilmen that if they pass the ordinance they will be playing directly into the hands of the tobacco trust, which has boasted that it will establish twenty stores in Los Angeles and drive the small dealers out of business. The dealers say that the ordinance will have the latter effect. When the dealers had finished the councilmen voted to "take the matter under advisement."

PROMISES TO FIGHT TOBACCO TRUST

Louisville, Ky., Feb. 28.

Representative Henry G. Overstreet, of Daviess county, is a candidate for nomination for State Senator to succeed the late George Hickman. So far Mr. Overstreet has no opposition, and his nomination is practically assured.

Mr. Overstreet is at present a member of the House of Representatives, and made a reputation at the last session of the Legislature. He is a prominent member of the Society of Equity, and has promised, if elected, to endeavor to secure the passage of legislation that will curb the tobacco trust in Kentucky.

$30,000 RENT FOR CIGAR STORE.

United Cigar Stores Co. Pays that Sum for Hotel Stand.

Chicago, Ill., Feb. 28.

The south half of the first floor of the Wellington Hotel has been leased by the Wellington Hotel Company to the United Cigar Stores for eight years from May 1, at an annual rental of $30,000.

The entire property fronts 96 feet on Wabash avenue, with a depth of 171 on Jackson Boulevard. It is proposed to cut this latter frontage into small shops, one of which will be occupied by the Cigar Stores Company.

This part of the hotel is now occupied for the greater part by one of the cafes and the buffet.

NEW PACKING HOUSE.

A. Cohn & Co. Erecting an Additional Building.

Amsterdam, Ga., Feb. 28.

A. Cohn & Co., tobacco growers and buyers, of this place, have begun the erection of a new two-story packing house, 110 by 280 feet.

It is necessary to erect this new building in order to handle the increased acreage of tobacco throughout this section this year, which is estimated at 40 per cent. increase.

In addition to this building they have two other magnificent buildings, 110 by 250 and 110 by 280, respectively.

PATENTS RELATING to TOBACCO, Etc.

845,212 Apparatus for cutting cake or leaf tobacco; Bernard Baron, London, England.

845,447 Splint carrier; Almon B. Calkins, Belleville, N. J.

845,536 Cigar cutter; Joseph C. F. Dick, Kenwood, Cal.

845,411 Combined match safe and mailing card; Cornelia Grundy, Paducah, Ky.

845,428 Cigar box; Frank A. Moon and A. J. Cushman, Kalamazoo, Mich.

845,439 Splint carrier; Herbert W. Spellman, Newark, N. J.

845,325 Combined cigar stand, cigar cutter, match box and lighter; John B. Zorn, Wisdom, Mont.

A Good Pair to Go On . . .

Two of Our Popular Five Cent Brands.
Our Goods are Made of Best Selections,
Made Carefully, and Made to Duplicate.

Wolf, Neff & Co.

RED LION, PA.

T. E. BROOKS & CO.

RED LION, PA.

MANUFACTURERS OF ALL GRADES OF

Pennsylvania Cigars

FOR THE WHOLESALE JOBBING TRADE

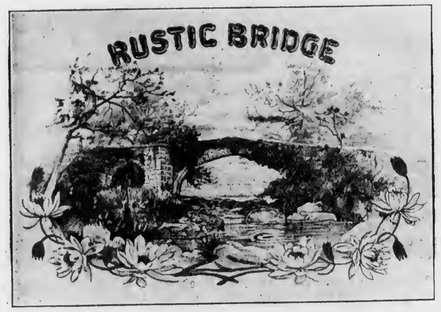
DISTRIBUTORS WANTED ON OUR SPECIAL BRANDS:

GOV. WRIGHT REGAL DUKE DON SEGNO GEN'L YORK

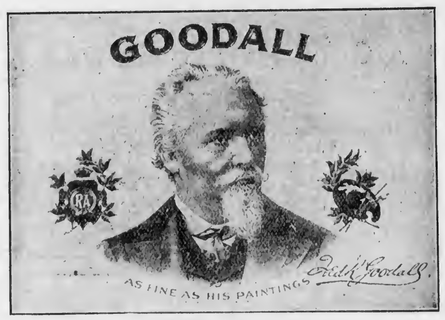
HAVANA SWEETS and MANUEL F. DOMINGUEZ

SAMPLES UPON REQUEST

W. A. LAHR



Wholesale Cigar Manufacturer



Red Lion, Penna.

Get our prices, and make a fair comparison
with those of other factories.

Correspondence invited with the Wholesale and Jobbing Trade.
Samples Free to Responsible Houses.

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IMPORTERS OF PHILADELPHIA

Gieske & Niemann, Packers & Dealers in Leaf Tobacco
No. 204 South Charles Street
Baltimore, Md.

GERMAN TOBACCO IMPORTS.

Consul H. J. Albert, of Brunswick, responding to a communication from an American firm in regard to importation of tobacco into Germany says:

The manufacturers in Brunswick do not import tobacco direct from the United States or from other foreign countries. The inland tobacco dealers and manufacturers throughout Germany buy their supplies chiefly in Bremen, Hamburg, Amsterdam, and Rotterdam, from second hands.

The importers at Bremen and Hamburg purchase on their own account or receive on consignment from other countries tobacco in closed packages containing different assortments, namely, prime, second, third, etc., in qualities. These packages are sold by the intermediaries, who deal directly with the manufacturer or inland dealer, enabling the latter to buy the sorting he prefers out of the closed package. At Amsterdam and Rotterdam, the importer is accustomed to sell by auction the Sumatra and Java tobacco, which furnish the chief material for wrappers. At these cities the German manufacturer and dealer can select single assortments and buy directly from the importer. For these reasons the auctions at Amsterdam and Rotterdam are well attended by German dealers and manufacturers, while at the same time many buy from second hands.

As to tobacco grown in the United States used in the manufacture of cigars, formerly the chief demand was for the seed leaf, but this demand has lately greatly decreased on account of the consumption of tobacco in the United States, which has advanced prices to such an extent that it does not admit of calculation of profits on purchases.

Sources of Supply.

For the manufacture of smoking and chewing tobacco there is a considerable quantity used from the United States; also stems from tobacco leaves, which are shipped mostly in casks to Bremen. These kinds of tobacco are also purchased at second hand in Bremen. Departures from this rule can only be exceptions. Mexican tobacco is much used in Germany in the manufacture of cigars. Also Brazilian (St. Felix), which supplies largely the demand for fillers and wrappers. Colombian tobacco, especially Carmen and some Ambalema, are also used, and also Rio Grande and Paraguay tobacco. For the manufacture of smoking tobacco Varina leaves in baskets are also used.

Of the West Indian tobacco the German manufacturer not only uses Habana and other Cuban, but considerable quantities of Santo Domingo and Porto Rico, the latter chiefly for smoking. The demand for East Indian tobacco, Sumatra and Java, steadily increases, chiefly for wrappers, but also for fillers. The prices for Sumatra outside wrapper have attained an unprecedented height. The demand of the American manufacturer has had considerable influence upon this rise.

There are a large number of cigar manufacturers in and around Brunswick, and the amount of tobacco consumed by them is important. In communicating with German houses it will always be found advantageous to use the German language.

Constitution Seed and Havana Cigars
Made in the good old way.
EL DRACO CIGAR MFG. CO., Philada.

FEBRUARY TRADE GOOD IN YORK.

Revenue Stamp Sales for Twenty-one Days' Work Reach $100,000.

York, Pa., March 4.

February has turned out to be a good month for the cigar manufacturers of this section, and sales of stamps at the York office amounted to $100,000, which is only $2,000 less than during January, and yet February had practically three holidays besides four Sundays out of the twenty-eight days of the month, leaving only twenty-one working days. The month's output is slightly in excess of February, 1906. During the month there were issued twenty-four new licenses for cigar manufacturing in this district, and there is more than twice as many as were issued during February last year.

Out of the twenty-four licenses granted, six new factories are to be located at Red Lion, and one of them the Belmont Cigar Company, was bonded for twenty hands.

Following is a list of the new licenses granted:—

At Red Lion—Elizabeth Lock, Thos W. Waughtel, Jennie M. Free, Matilda Grove, James C. Tyson and Belmont Cigar Co.; at York—Taylor & Bupp, 1008 W. Princess street, U. S. Kauffman, 294 Cottage Place, N. D. Schneider, 327 E. Poplar street, and P. Carlton Sunday, 501 W. Market street; Edward J. Knaub, Saginaw; Alice A. Porter, Dallastown; Jacob O. Snyder, Yoe; W. H. Raab & Sons, Glen Rock; Benj. H. Heckert, Dallastown; Ervin C. Kohler, Yoe; Allen O. Weiser, Stoverstown (or Okete); Henry A. Sechrist, Dallastown; W. H. Snyder, Pleasantville; P. Albert Arnold, Brogueville; Henry Herman, R. F. D. No. 1, Windsor; John W. Carman, R. F. D. No. 3, Stewartstown; C. T. Kraft, Holtz; J. A. Blessing & Son, Hellam.

W. H. Snyder & Co., of Windsor, have taken over the cigar factory of E. Keller & Son, at Springet or Pleasantville, and will operate it in addition to the several factories they already have.

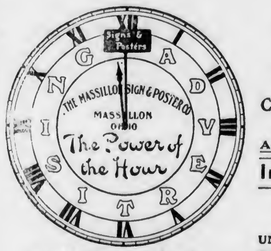
Hiram Martin, of this firm, has just returned from a short trip among the jobbing trade of Philadelphia and vicinity.

An overheated stove last week nearly caused destruction by fire of the cigar factory of Herman & Streavig, at Red Lion. Fortunately the fire was extinguished before much damage had been done.

C. A. Ross & Co. are now receiving some tobacco from the lower end of the county.

Charles Roseman, for some time engaged in cigar manufacturing in York, on Saturday sold his stock and fixtures, together with a quantity of his household goods. Mr. Roseman has accepted the management of a farm of 300 acres near Emigsville, owned by George N. Bacon, of York, and will move there some time this week.

Established 1895 Telephone Connection
T. L. ADAIR
Manufacturer of
Fine Cigars
Red Lion, Pa.
Special Lines for the Jobbing Trade



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Designers, Printers, and Lithographers of
CLOTH, ROPE FIBER and CARDBOARD SIGNS, AND PAPER POSTERS.

In Weatherproof Colors

We have Something New In FOLDED EDGE SIGNS.

UNION LABEL on Work When Desired
We Furnish QUALITY AND SERVICE

Write for Prices and Samples
THE MASSILLON SIGN & POSTER CO.
MASSILLON, OHIO.

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia

Long Distance Telephone, Market 3025.

John U. Fehr Established 1883 Geo. N. Fehr

J. U. Fehr & Son

Importers and Packers of

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700 Franklin St., 101 to 107 S. 7th St.,

READING, PA.

S. Weinberg

121 North Third Street

PHILADELPHIA

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

Tobacco

Cable Address, "Heiland, Lancaster" Telephone Service

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COMMISSION MERCHANTS AND DEALERS

Leaf Tobacco

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George H. Rumrill, Janesville, Wis.;
The Miami Valley Leaf Tobacco Co., Dayton, O.;
The Krohn Tobacco Co., Windsor, Ct.;
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F. W. Dohrmann & Son, Cincinnati, O.;
Meiskey & Heiland, Lititz, Pa.

48 E. Chestnut Street

P. O. Box 178

LANCASTER, PA.

H. VELENCHIK S. VELENCHIK

VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

HENRY RINDSKOPF

Packer and Importer of

Sumatra, Havana and Domestic **LEAF TOBACCO**

N. E. Cor. Fifth and Washington Sts.

Reading, Pa.

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630-636 N. Prince St.

Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of **Sumatra and Havana**

Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

No. 240 Arch Street, Philadelphia, Pa.

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.

Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

DULL WEEK IN THE HAVANA LEAF MARKET.

Sales Few and in Small Lots, Owing to Scarcity and High Prices. Little Prospect of Immediate Relief.

Special Correspondence of The Tobacco World.)

Havana, Cuba, February 25, 1907.

There is no denying the fact that the market during the past week has been dull, and that the buyers in town have been picking only a few small lots in order to have something on hand, or to keep their factories running. While sellers are trying to keep up the previous ruling prices for Remedios, a few wide-awake dealers, however, seem to be more disposed to meet the views of buyers, and are making some slight concessions in price.

As tobacco cannot be classed as a staple article of food, and strictly speaking is not absolutely necessary, although the majority of habitual smokers would consider it so, there is no denying that there are substitutes for Havana tobacco in the United States, and if prices should rule too high these will be used to the detriment of the Cuban veguero in the Santa Clara province.

The lines cannot be drawn so sharply so far as the clear Havana cigar industry is concerned, unless the manufacturers of the goods should also try to employ other kinds of leaf, which, however, I think they would not dare to attempt, as it would ruin their brands at once in the eyes of the smokers.

The prospects for the growing crop are still more or less doubtful, and while the Vuelta Abajo and Partido sections may be counted upon to give us a larger crop than last year, the same does not hold true of the tobacco raised in the Santa Clara province. Some timely rains might work wonders, but as we are now in the season when the trade winds are blowing briskly, there is small hope of any such felicitous occurrence. Under these circumstances it is impossible to say what the final outcome may be, and anybody who should claim to predict with any accuracy what the coming crop will amount to is simply guessing.

Sales

this week only figure up to 619 bales, which are divided into Vuelta Abajo, 109 bales, Partido, 131, and Remedios, 379 bales. Of this quantity the American buyers are credited with 426 bales, and the local manufacturers with 193 bales.

Buyers Come and Go.

Arrivals.— Joseph Hirsch, of Joseph Hirsch & Sons, Isidore Jacoby, of Meyer & Mendelsohn, Louis Cantor, of L. Friedman & Co., Henry Bernheim, of I. Bernheim & Sons, Mort Regensburg, of E. Regensburg & Sons, Billy Taylor, representative of the Romeo y Julieta factory, and S. Freeman, of New York; O. J. Lightbourne, of the Cortez cigar factory, Luis Martinez, of the Luis Martinez Havana Co., Key West; Gustav Mueller, of Chicago; Robert Yahn, of Yahn & McDonald, and Godfrey S. Mahn, cigar importers, of Philadelphia.

Departures:—Joseph Hirsch, B. Wasserman, Leonard Friend, Isidore Jacoby, Billy Taylor and Francis Taylor, Jr., for New York; Jose Lovera and E. Kline, for Tampa; J. Boasberg, for Buffalo; Robert Yahn, for Philadelpeia, and Gustav Mueller, for Chicago.

Havana Cigar Manufacturers

are not lacking orders, notwithstanding that there is hardly one of them who is still giving any discount, as the few who still did so have lately issued circulars saying that all their prices would be net after the first of March. The meeting last week, which was only of an informal nature, of the Union of Cigar Manufacturers has come to no conclusion in regard to raising their prices collectively, as there is still some difference of opinion held by several of the larger firms whether such a step would be wise and achieve the desired result. Under these circumstances each manufacturer is at liberty to pursue the policy which he deems best for his own interest, either to raise his prices or leave them as they are.

H. Upmann & Co. shipped 600,000 cigars during the past week. The H. Upmann factory has all its cigarmakers' tables filled and there is hardly a vacant seat, as I can testify to from my own knowledge gained when I visited the factory.

Partagas is doing nicely, as Cifuentes, Fernandez & Co. experience no let up in the amount of orders which are coming to hand.

Behrens & Co. are busy in the Sol factory.

Ramon Allones and Cruz Roja issued a circular that it will discontinue all discounts after March 1.

Eden is still receiving all the orders that Calixto Lopez & Co. care to fill.

Buying, Selling and Other Notes of Interest.

Jose F. Rocha sold 200 bales of Vuelta Abajo and Partido.

Leonard Friend, after having gone over our market very carefully and selecting only such goods as were A 1 in every respect, and not held at prohibitory prices, has, I understand, purchased about 250 bales of different kinds of leaf. The customers of Friend & Co. will certainly find as good tobacco at 129 Maiden Lane as can be found anywhere in New York city.

Sobrs. de A. Gonzalez, from their small holdings, disposed of 97 bales during the past week.

Gustav Mueller, the Chicago cigar manufacturer, made some purchases to satisfy the pressing needs of his factory, although the quantity is not known.

Gonzalez, Benitez & Co. closed out some vegas of Remedios.

Joseph Hirsch, J. Boasberg and Isidore Jacoby could have made only some small and insignificant purchases, as far as could be learned, as they considered the ruling prices too high to allow them to turn them over with any profit.

Constitution Seed & Havana Cigars are the Best that can be made. Do you sell them?

ESTABLISHED 1844

H. UPMANN & CO.

HAVANA, CUBA.

Bankers and Commission Merchants

SHIPPERS OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF

The Celebrated H. UPMANN Cigar Brand

FACTORY: PASEO DE TACON 159-169

OFFICE: AMARGURA 1 HAVANA, CUBA.

Representative of our "H. UPMANN" Brand for the United States and Canada

CHARLES LANDAU

New York Office: 82 Wall Street Montreal, Canada: Board of Trade Building

SYLVESTER & STERN

SUCCESSORS TO

LEWIS SYLVESTER & SON

Growers, Packers and Importers of

Havana Tobacco

HAVANA, CUBA Monte 56

NEW YORK 165 Front Street

PLANTATIONS and ESCOJIDAS:

In VUELTA ABAJO at PUERTA de GOLPE
" PARTIDOS " SANTIAGO de las VEGAS
" REMEDIOS " SANTA CLARA
" " " QUINTA CAMAJUANI
" " " SANCTI SPIRITUS

FACTORY VEGAS A SPECIALTY

CHARLES BLASCO

Commission Merchant

Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ Y MIGUEL

Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ — R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO — HABANA, CUBA

S. Jorge — Y. P. Castaneda

JORGE & P. CASTANEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

PARTAGAS

Independent Cigar Factory

The Oldest Brand

FLOR DE TABACOS DE PARTAGAS Y Cª HABANA

The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER — *Habana, Cuba*

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA — *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" — Correspondence Solicited in English

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HENRY VONEIFF — F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

PACKERS and EXPORTERS of **LEAF TOBACCO**

73 Amistad Street, HAVANA, CUBA

Branch Houses: 616 W. Baltimore Street, Baltimore, Md. — P. O. Box 433, Tampa, Fla.

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ

J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128 Cable: "JOMAGARCIA" HABANA, CUBA

Loeb-Nunez Havana Co. has been receiving some good orders from their customers in the United States.

The Trust has a strike in its cigar factory, as the cigarmakers insisted on receiving the same scale of wages in American money as they had been receiving in Spanish gold, and which demand the present manager, J. N. Staples, would not accede to.

H. Upmann & Co. have appointed Charles Landau as the representative of their H. Upmann brand for the United States and Canada, and he has opened offices at 82 Wall street, New York, and at the Board of Trade Building in Montreal.

Receipts From the Country

	Week ending Feb. 23 Bales	Since Jan. 1 Bales
Vuelta Abajo	9	670
Partido	8	139
Matanzas	49	97
Remedios & S. Clara	259	4,524
Santiago de Cuba	—	850
Total	325	6,280

SOMETHING DOING IN BOSTON.

Dealers Preparing to Take Hold. Some Improvement Can Be Noted.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., March 4.

There was a slight improvement in the cigar trade the past week, and last Saturday's business with retailers was much better than that of the previous Saturday.

The independent cigarette manufacturers are still making a play for a slice of the Boston patronage. Salesmen galore are canvassing the Hub and its vicinity, and with gratifying results.

The White Rolls cigarette is being pushed with vigor. Mr. Lea, who represents the Ware Kramer Tobacco Co., has secured temporary headquarters at 31 Central street. He informed the writer that their Waxman, which has caused considerable comment wherever exhibited, will shortly exhibit in the windows of a number of our prominent cigar stores, and it will boom the White Rolls for further orders.

The crew working on the various Butler-Butler, Inc., products are doing nicely. Pall Mall and Egyptian Straights sales are greatly on the increase.

Sam Marcuson, with The Khedivial Co., who has been away for two weeks, has just returned all prepared to commence an active spring campaign on Oxfords, Delights, etc. The Oxford is now being put out in a handsome 25 cent package, and the wholesalers already handling same say they are a winner.

H. L. Ruth, of the Allen Tobacco Co., has returned from a trip to headquarters. He has the following deal to offer with every 1,000 Allen's Havanas purchased: A box of 100 Telonettes are being given gratis. The Telonette little cigars are one of Boston's best sellers in the line of short smokes, and although there has not been any free deal on them for the past two years they sell just as well as ever.

Since the American Cigar Co. purchased the business of L. Miller & Sons, I notice the Leroy little cigars being prominently displayed in all the United Stores here at 12 cents a package.

A new cigarette made here in Boston called the Maharoff Russian cigarette, is being placed with the finer class of trade. They retail at 15, 20 and 25 cents a package.

A number of cut-price drug stores are featuring in their windows displays of S. S. Pierce. Co's La Mora, a 10 for a quarter package of clear Havana short smokes.

Freeman Bros. Co., of Baltimore, have their various brands of cigars well distributed here. They put out some attractive lookng packages. Their trade, however, consists mostly of drug stores.

J. Burns, representing the Globe Tobacco Co., Detroit, Mich., reached here after working the principal cities and towns in Connecticut and Rhode Island. Their Fame and Nervy navy plug tobaccos are their leaders in this market.

The Norma Cigar Co., on Federal street, have been offering their patrons some extra inducements in the pipe line. In fact their prices are exceedingly low, and they have been doing a big business for the past two weeks.

The Boston friends of Frank Lopez will regret to learn that he is no longer representing the Ruy Lopez Co.

Daniel Frank & Co. are doing a nice conservative business. They have two accounts which are bringing them in lots of revenue. They are Regensburg's American and Celestino Costello & Co.'s Barrister.

A recent visitor was Max Silverthau, of the Manhattan Island Cigar Factory, makers of union-made cigars exclusively. Their leaders are the Ruth Benton and La Mayoria. Mr. Silverthau has a host of acquaintances here in the cigar trade, and never fails to get his share of business when he visits Boston.

A new retail cigar and confectionery store here is that of Gordon & Miller, 465 Tremont street, which opened for business this week.

Rosenthal Bros. report trade as very brisk. Their new 326 Cigar is selling "great", to use their expression, and their William the Fourth clear Havana cigars are rapidly forging to the front in popularity.

L. M. Jacobs has given up the cigar stand in T. J. Boles & Co.'s cafe on Newspaper Row. Messrs. Boles & Co. are now running it on their own hook.

H. W. Kerstein will shortly install in his store, on Cambridge street, a handsome soda water fountain with all the modern appliances. There is only one finer in Boston, and that is the fountain in H. Siegel & Co.'s department store.

I had occasion to call at Cobb, Aldrich & Co.'s store this week, to see Manager Lord, of the cigar department. While there I heard the usual number of funny stories, but one in particular, about the Irishman at the circus, was a corker.

M. Cohen & Co., makers of the American Smoker, report business good. This and the Levenson Bros. Boston Smokers are among the best 5 cent cigars to be had in this city.

S. Rose, cigar manufacturer on Milk street, has put on two more cigarmakers. His leaders are the Noxall and Barnett's Havana Smokers. The former brand is selling nicely in Chelsea, and the latter goes nicely here.

Edgar C. Copp, cigarmaker of Walden, Mass., has filed a voluntary petition in bankruptcy. Liabilities, $588, and no assets. Ben Ali.

Rutherford Clear Havana Cigars are sold by successful dealers. "There is a Reason."

PABLO PEREZ — CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

LUIS MUNIZ — MANUEL MUNIZ — HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

JOSE F. ROCHA,

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100,

Cable: "DOWALLES." HABANA, CUBA.

GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25,

Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street, HABANA.

Cable:—REFORM.

A. M. CALZADA & CO.

Packers and Dealers in Leaf Tobacco

and COMMISSION MERCHANTS

Monte 156, HABANA, CUBA.

P. O. Box, 593. Cable: "CALDA."

NDELSOHN — LOUIS A. BORNEMANN — MANUEL SUAREZ

Mendelsohn, Bornemann & Co.,

Importers of HAVANA TOBACCO

and Commission Merchants

New York Office: 196 WATER STREET — Havana, Cuba: MANUEL SUAREZ y CA., Amistad 98

Cable Address: DERBA. — Telephone: 1629 John.

WM. BADER

Importer of Havana Tobacco

4 Burling Slip, NEW YORK

A Specialty of HAVANA WRAPPERS and FILLERS at retail. Mail orders promptly filled.

ERNEST ELLINGER & CO. *Office:* **No. 161 Water Street** *New York*

Importers of HAVANA TOBACCO

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.

NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.

Importers & Packers of **Leaf Tobacco**

Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers

IMPORTERS AND PACKERS OF **LEAF TOBACCO**

Established 1888. Telephone, 4027 John. No. 163 Water Street, NEW YORK.

M. F. SCHNEIDER

IMPORTER OF

Sumatra Tobacco

KEIZ. CORNER KUIPERSTEEG AMSTERDAM.
TELEPHONE, "377 JOHN." 2 Burling Slip, NEW YORK.

J. BERNHEIM & SON

HAVANA TOBACCO

NEW YORK.
Importers de Tabacos. HAVANA, CUBA.

Joseph Hirsch & Son

IMPORTERS OF

SUMATRA TOBACCO

O. Z. VOORBURGWAL 227 Amsterdam, Holland.
OFFICE: 183 Water St.
Cable Address: "HERE." NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

New York Bureau of The Tobacco World
New York, March 5.

Local Havana business, although quite brisk from the importers' point of view, is after all, merely a banking business. Vegas, consisting of first and second capaduras of choice Remedios, have been changing hands. Yet, as a matter of fact, importers made as a margin of profit the difference represented by the exchange.

Somewhat different, however, is the situation in Sumatra tobacco. On the surface business seems extremely dull, and importers will tell you that they are doing a hand-to-mouth trade, while in reality they are disposing of their stock at a rapid rate. They are apparently afraid to tell the truth, imagining perhaps, that it may affect the market in Amsterdam. The real reason for the virtual boom in Sumatra tobacco is the extremely high prices asked for Florida, and the unusually small stock of Sumatra held by manufacturers.

Having been compelled to lay in large quantities of domestic tobacco during last fall, manufacturers bought Sumatra tobaco in a hand-to-mouth sort of a way, and probably necessarily so, in order to make their financial ends meet, and having apparently met their obligations, they are now ready to lay in a supply sufficiently large to last until next fall, and until which time the new crop will not be actually fit to work.

The first inscriptions will be held in Amsterdam the end of this week. Type samples were received by importers during the past two weeks. As far as can be judged from these samples, the new tobacco somewhat resembles last year's crop, and while some of the undermarked are fine, elastic and silky, others show natural holes, stem rot and tenderness, important factors and bound to be recognized.

If importers do not develop cases of emotional insanity, as some almost appear to have done last year, when they paid unheard of prices for ordinary parcels, there is still every possibility that figures will again be extremely high. The European market is practically bare of Sumatra, more so than it ever was before, and it is also said that the union cigarmakers in Germany have declared they will not work any more "stueckblatt." If this proves to be a fact, Germany will figure as a keen competitor in second and even in first sizes.

Rosenthal Bros., the E. Seventy-third street manufacturers, who had been affected by a strike during the last two weeks, are gradually getting all their hands back again. A long and hard winter does not seem conducive or offer any special inducements to sympathetic strikers.

A peculiar incident occurred at the cigar factory of A. Engel & Sons, where, a few weeks ago there had been a three days' strike. A committee called upon Mr. Sam Engel, stating that the strike was not of their volition, but that they were compelled to go out with the others. They asked him if on account of their long service in his employ and the fact that they were in financial distress, he would not treat them to a keg of beer.

A defective electric cigar lighter suspended from a ceiling in the cigar factory of E. Regensburg & Sons, at Elizabeth and Canal streets, manufacturers of the widely known American clear Havana cigars, started a fire last Saturday morning, which created a denser volume of smoke than New York has seen in many a day. The damage by fire and smoke is estimated at $10,000. Mortimer Regensburg, the head buyer of this well known and prosperous house, is still in Havana inspecting their holdings of Vuelta Abajo purchases made last fall.

The corner building at 161 and 163 Water street, at present occupied by Ernest Ellinger & Co., importers of Havana tobacco, Starr Bros., packers and dealers in seed leaf tobacco, and Fritz Jacoby, the genial cigar tobacco broker, has been sold and the present occupants were obliged to look for other quarters. Starr Bros. have already secured the upper portions of 131 Water street.

Sam Levy and Charles McDonald, of the Enterprise Cigar Co., of Trenton, N. J. has, returned to New York on the steamer Merida, after a two weeks' sojourn in Havana. They say they procured a year's supply of choice tobacco and are apparently highly satisfied with their trip.

Nussbaum & Bauer, one of the old Water street leaf houses, will soon remove their offices from 184 to 192 Water street.

Gustav Salomon & Bros. have procured a verdict against E. Garcia Bro. & Co., in the Supreme Court, for $1,157, the amount of damage claimed to have been sustained by them in the purchase of a certain quantity of Havana tobacco from the latter firm in 1900. The particular lot in question consisted of 72 bales, which the plaintiff firm claimed were represented as being sound, but after having paid for the tobacco, so they allege, they found that the tobacco was not sound. The goods were thereupon shipped to Europe, and sold for the highest price obtainable, but which was $1,157 less than the amount they had paid for the tobacco, hence their action to recover this amount, and for which a jury verdict was given in their favor.

The annual meeting of the stockholders of the American Tobacco Co. will be held on March 13. The stock transfer books of the company will be closed on February 15, and will be reopened March 14.

John W. Merriam & Co. have secured a perpetual injunction against Wm. Yochum, a cigar manufacturer of Toledo, O., restraining the latter from the use of the name Bull Dog, in connection with cigars. Yochum has been doing business under the name of The Bull Dog Cigar Co., and one of the brands of this company was El Belmont Bull Dogs. This restraining order was given with damages. Mr. Merriam, of John Merriam & Co., left on Saturday last for Havana, Cuba.

Lewis P. Sutter, of Lewis P. Sutter & Bros., will sail on March 13, for Amsterdam, Holland, where he will attend the remaining inscriptions of Sumatra tobacco.

The annual meeting of the stockholders of the American Snuff Co. will be held at the Jersey City offices of the company tomorrow afternoon.

Louis Hirsch will leave some time during next week for Amsterdam, Holland, and is hopeful of securing some especially desirable lots of Sumatra tobacco for the American trade.

Eddie Alexander, of Jos. Gans & Co., between looking after his Pennsylvania trade, and other places, and attending to the requirements of the packing house at Lancaster, has been exceedingly busy. Jerome Waller, of the same firm, returned last week from a trip through the Southern States, where he had secured a very satisfactory volume of business.

Ed. Michael, son of C. E. Michael, the well known tobacco reweater on Front street, has recovered from a four weeks' spell of pneumonia.

Dale S. Hill.

Constitution stands for Quality and Workmanship. Remember that.

WAREHOUSE RECEIPTS INCREASE.

Moderate Weather and Coming Settlement Day Quicken Deliveries.

Lancaster, Pa., March 4.

Now that the weather has moderated, farmers seem to be more anxious than before to rush their tobacco to the warehouses. The troubles between packers and growers, which have risen so frequently since this year's receiving time commenced, do not seem to lessen much, and there seems little likelihood of any great improvement unless the remaining crops are brought in in a very much better condition than many of those thus far delivered.

There is no denying the fact that some of the crops were in a shameful condition, when offered for delivery to the warehouses, and as time goes on the greatest interest is being aroused by the suit brought by W. T. Killinger against L. P. Kimmig & Co., for failure to accept the crop at the price agreed upon, and a great deal of ill temper has been stirred up. Killinger is a tenant on the farm of Deputy Sheriff A. B. Landis, who, it is generally believed, will, by reason of his personal acquaintance in the county be able to bring a great deal of influence to bear on the case.

On the other hand, Kimmig has retained the services of W. U. Hensel, one of Lancaster's best known and most capable lawyers, and there is every indication that the case will be bitterly contested, even so far, should it be deemed expedient, as to ask for a change of venue, by which the case could be carried to another county if it should be feared that a truly impartial verdict could not be had in Lancaster county, yet it is not considered very likely that such a course will really be found necessary.

Charles Pollacek, a leaf tobacco dealer of New York, purchased the tobacco in the ruins of the Moss building, and engaged Henry Schaub to remove it. A price was agreed upon for wages of men and hire of horses and drays. When a bill was presented, it is alleged Pollacek refused to pay the amount, and thereupon Mr. Schaub entered suit to recover $1,492.50

The cigar trade throughout the county seems fairly good, and factories are all working steadily.

Samuel Seisel, of Seisel & Tole, leaf packers, was on a few days' trip to Philadelphia last week.

The Hoffman Leaf Tobacco Co., of Marietta, has been receiving large quantities of tobacco at the Wrightsville warehouse of the company.

S. R. Kocher, a packer at Wrightsville, is now receiving considerable new goods, both at Wrightsville, where his warehouse is located, and at Washingtonboro, from which point it is shipped to Wrightsville for packing.

INDEPENDENT CIGAR DEALERS!

The Sperry & Hutchinson Company's Certificate exactly meets the requirements of you who would make use of effective "Premium" advertising.

It costs less and assures your patrons more than any co-operative or individual plan yet presented to you.

They are redeemable in lots of **100** and upwards with the most complete line of premiums in existence.

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The Sperry & Hutchinson Co.

THOS. A. SPERRY, Pres.

Fully Paid-up Capital, $1,000,000.

Home Office, 320 Broadway, New York City.

A. COHN & CO.

IMPORTERS OF

Havana and Sumatra

PACKERS OF

Seed Leaf Tobacco

and

Growers of Georgia Sumatra

142 Water Street, New York

EDEN CIGAR FACTORY

of BANCES & LOPEZ
HAVANA, CUBA.

Calixto Lopez & Co.

180 Water St., New York

Will receive and attend to orders. Cigars made strictly of the very best VIJELTA ABAJO TOBACCO

Established 1840. Cable "Nasgil."

Hinsdale Smith & Co.

Importers of Sumatra & Havana and Packers of Connecticut Leaf **Tobacco**

125 Maiden Lane, NEW YORK.

EDMUND H. SMITH
ENOS SMITH

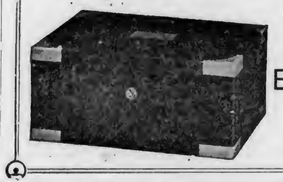
JOSEPH HOLZMAN

SUMATRA, HAVANA and SEED LEAF **Tobacco**

185 Water St., New York

Cigar Moisture and Moisture Proof Boxes and Cabinets

BUBECK & GUERIN



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Makers of the

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JOHN W. MERRIAM & CO.

"At the Sign of the Bull Dog," New York

Real Habana Segar Makers and Importers

Habana Scraps and Cuttings for Sale

Established 1881 —THE— Incorporated 1902

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PHILADELPHIA, MARCH 6, 1907.

THOSE WAREHOUSE RECORDS.

The ruling of the Commissioner of Internal Revenue, requiring all tobacco warehousmen to keep revenue books at their warehouses, and making such demands as were considered by the trade as most unjust, if not almost impossible, at least in some instances, and which was to have gone into effect on the first of the present year, remains in status quo.

The hearings given the leaf interests are now believed to have been most effective, and the prolonged delay in receiving the Commissioner's final, or rather reconsidered, decision is not looked upon as alarming, but only as ominous.

It is believed that the Commissioner has been enabled to see that a strict enforcement of his original ruling would work an injustice and hardship upon the leaf trade without a gain to the Government.

At the same time the trade indicated its willingness to make any reasonable concessions from its attitude to have the whole ruling reversed, and this it is believed had also a very wholesome effect upon the ideas of the Commissioner, and has clearly established that the trade's contentions are prompted only by a desire for justice for the trade as well as an effective revenue service.

The requirement to make daily entry of tobaccos received and sold, is very satisfactory, but strenuous and justifiable objection was made to the new regulation demanding that a separate record be kept at every warehouse, instead of at the main office of the concern as heretofore.

Intimation has been lately received, from a semi-official source, that a favorable decision may be looked for.

SPUR NOT THE LABORING HORSE.

Cigarmakers at various points in New York State, belonging to local unions, are, according to reports recently received, becoming restless, and have begun the agitation of an advance in the wage scale.

If, in view of the marked advance in the cost of leaf tobacco, cigar boxes, and in fact everything that enters into the production of a cigar, manufacturers are now to be confronted with a demand for a further increase in an already high scale of wages, the manufacturers' troubles seem indeed to be multiplying at a rapid rate.

The agitation for an early advance in wages by union cigarmakers may have been prompted by the effort (but only in some instances, and even then only partially successful) of manufacturers in securing a material advance for their product since the advent of the rapidly higher price tendency. The fact, therefore, should not be used as a basis of justification for such action at this time. The greater consolation which the manufacturer of union made goods probably has, lies in the fact that before a claim for an increase in the scale rate of wages can be actually demanded, it must be acted upon favorably by the International Union in executive meeting—although there is nothing to hinder the agitation of the movement by local unions, and, if sufficient strength can be developed, it can be forced upon the attention of the men "higher up".

It is well remembered that a somewhat similar effort was made only last fall, when the low rate of $7.00, which was applying in Pennsylvania, was raised to $8 00. But when the matter came up before the National organization, it was adversely acted upon, due probably to the shrewd foresight of the organization's executive officers. It was strongly intimated at the time by some of the most extensive manufacturers of cigars working under the union system that an $8.00 low rate, if promulgated at that time, would in all probability prove most disastrous, to the cause of unionism in the Keystone State, if it did not indeed prove its complete undoing and possible disintegration.

It is to be hoped the cigarmakers of New York State will act with saneness and reason, considering that the industry is already over burdened in the matter of cost in the production of its wares.

In spite of the current reports that the Government proposes to push its investigation of the so-called tobacco trust operations, the Society of Equity, recently formed in Kentucky, openly declares that it proposes to decrease the acreage and increase the price of tobacco. From the face of its statements it would not seem that it should be a difficult matter to show that such a movement was little short of a conspiracy and in restraint of trade. In an open letter to "the tobacco growers", President E. L. Davenport, of the American Society of Equity says:

"The organization has the power to make a reduction in the acreage for 1907. Controlling production is the keynote of the song of success in this movement. I cannot urge too strongly the great importance of curtailing this year's tobacco production."

The Society of Equity has already been given some little consideration by no less prominent a person than Senator Aldrich, who, during one of the hearings of the Senate Finance Committee on the Free Leaf Bill, took occasion to say that if the Society of Equity sought to curtail the production of tobacco, it was actually in restraint of trade, and in view of Mr. Davenport's letter to the growers of Kentucky and Tennessee, there seems much indication that such is the real object of the society, and which, if persisted in, may subject the organization to a Congressional investigation.

THE NEW SUMATRA SAMPLES

[Special to Tobacco World]

Amsterdam, March 5.

The samples of the new Sumatra tobacco indicate that it will prove a poorer crop than that of last year, as they are to a large extent brittle, narrow, somewhat holey and tender, with a small percentage of light colors. H.

Philadelphia Tobacco Trade

Business with retailers shows a somewhat healthy improvement this week. Transient sales have not only been much larger, but box trade was also much better than for some weeks past.

Jobbers are also finding a noticeable improvement, and H. D. Narrigan, of H. D. Narrigan & Co., one of the best known local jobbing houses, is responsible for the statement that retail dealers while buying in small quantities are coming quite often, and that the aggregate volume of business is fairly satisfactory.

Cigar manufacturers have had a very satisfactory business. Sales with all the larger factories are not only fully up to last year's business but in many instances have nicely exceeded those figures.

A. B. Cunningham & Co., one of the largest tobacco jobbing houses in this city, and who lately acquired, in addition to the main building of the firm at 236 Market street, a warehouse at 39 North Second street, have given a contract to George A. Glenn & Co. for the erection of an addition to the latter building, which is to be built of brick, three stories high and 15 by 120 feet in dimensions. The plans were prepared by Wesley L. Blithe, a well known local architect.

L. Podolnick has issued invitations for a "Bar Mitzvah" party for his son David, which will occur on March 10, and will be held at the New Central Hall, 610 South Third street. "Bar Mitzvah" is a Hebrew celebration of a son's attainment of his 13th birthday, and when he is supposed to have arrived at the period of manhood's responsibilty. Mr. Podolnick has a very extensive circle of friends in this city, and a thoroughly enjoyable occasion is anticipated.

Vetterlein Bros., manufacturers of the well known Saborosa and other brands of popular cigars, have secured the services as salesman of E. M. Oppenheimer. Mr. Oppenheimer is now in the Northwest, and is sending in some very excellent orders for the products of this popular house.

The Dalton Company's new store, 32[illegible] Chestnut street was opened for business March 5. The store is not fitted up as yet in its entirety, but when finished will be one of the prettiest stores on Chestnut street. It is 12[illegible] feet long, and the fixtures are very elaborate. In the middle of the floor is a humidor, 36 feet long and 15 feet wide. Back of the store is a handsomely fitted up room, where private customers can select their cigars. W. Fred Worthington, well known in the cigar trade, is the manager of the new store.

George Weaver, of the well known old firm of Henry M. Weaver & Son, at Sixth & Race streets, returned to this city a few days ago, from a highly satisfactory business trip through Pennsylvania.

Sam Bayuk, of the Bayuk Bros. Cigar Co., 50 North Third street, is now on a trip through New Jersey, and among other places he will spend some time at Plainfield, where they have an extensive patronage.

The 44 Cigar, made by the 44 Cigar Co., at 44 North Twelfth street, is reported by them to be on sale at about forty-four hundred and forty-four establishments in this city. This is said to include nearly every drug store in town. They have again increased their factory space commensurate with the rapid strides they are making on their product.

A. S. Valentine & Sons inform us that the sales of their products are this year far in excess of any January and February months that they have experienced in their long career in business. Particularly notable among their brands are their Tirador clear Havana, Paul Jones seed and Havana, and Betsy Ross, a five cent product.

Herman Steinberg, who has been engaged in the cigar manufacturing business for several years, and at present located at 1223 North Marshall street, has formed a partnership with F. Jones, a Market street hotel man, and the business will be conducted under the firm name of Steinberg & Jones. They contemplate an early removal of their factory to some desirable down-town location.

From the United News Co., cigar and tobacco distributors at 13th & Filbert streets, we learn that their business has been increased during the first two months of this year over $2,000 more than during the corresponding period of last year. They announce that they are now so thoroughly covering this city that they are branching out with the view to covering in a similarly good way the States of Pennsylvania and New Jersey. Much credit for this increase is due to John Bege, the present manager of the cigar and tobacco department, for the aggressive manner in which he has handled that end of the business. They recently took on the Slater stogie line, and are now building up a very noteworthy trade on that product.

WARNING!

In the Circuit Court of the United States for the Eastern District of Pennsylvania

A Permanent Injunction

was granted to the EXECUTORS of the ESTATE of ISADORE LIBERMAN, deceased, and against WILLIAM F. RUWELL and BENJAMIN WILLIAMS, trading as the

Penn Cigar Machine Company,

restraining said parties from manufacturing or offering for sale any Cigar Rolling Tables, Wrapper Cutters or Pressure Rolls upon which patents are held by the above named Executors.

Legal process will be taken against all Infringers and Users of Machines Infringing upon these Patents.

LIBERMAN MANUFACTURING CO.

814 Winter Street

PHILADELPHIA

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

1903-4-5 Zimmer Spanish, 1905 Gebhardt, 1905 Dutch, 1905 Connecticut, etc.

Established 1890

Emory Martin

E. S. SECHRIST

Dallastown, Pa.

Manufacturer of

Fine and Common

CIGARS

Capacity, Twenty Thousand per Day

Wisdom on the Label
Wisdom in the Cigar

A 5c. Smoke that is so Good It is Bound to Repeat

Ohmit & Kraft

East Prospect

Pa.

Cigars of Quality Sell and Repeat.

Try

THE DOCTOR

5c. Cigar

WALTER S. BARE,

Lititz, Penna.

Maker of

High Grade Cigars Exclusively.

Among the especially attractive window displays this week was that of E. Y. Sterner Sons, at 20 North Twelfth street, which was given up to a general line of the goods handled by them.

The Khedivial Co., manufacturers of Turkish Delights, Arabs, and other Turkish cigarettes, has promulgated a special 10 per cent. gratis deal on some of their products in this city for a short time only.

Last week seems to have been somewhat of a cigarette week at any rate. The Nestor-Gianaclis Co., of Boston, manufacturers of the Nestor Egyptian cigarettes, are engaged in an extensive advertising campaign in this city. They have placed quite a number of window displays in the show windows of many prominent cigar stores.

Schinasi Bros., manufacturers of Schinasi Natural cigarettes, of New York, are also engaged in an advertising campaign on an extensive scale in this city. It is announced that they have secured a number of large bill boards on which they will do some attractive poster work.

P. L. Reid, of the Larus & Bro. Co., of Richmond, Va., was a recent visitor in this city. W. W. Russell, an old time and well known salesman with this house, who has frequently visited this city, has transferred his headquarters temporarily to Chicago.

Thomas E. Bowen, representing V. Guerra, Diaz & Co., of Tampa, Fla., R. M. Ellis, representing Melachrino & Co., cigarette manufacturers of New York, S. R. Kocher, cigar manufacturer at Wrightsville, Pa., and Hiram Martin, of W. H. Snyder & Co., cigar manufacturer at Windsor, Pa., were all recent visitors in this city.

The annual meeting of the Philadelphia Leaf Tobacco Board of Trade will be held at the Harris Club, this city, March 12. A call for the meeting was sent out today by Secretary Batroff.

PHILADELPHIA LEAF MARKET

It has been another very quiet week in local trade circles, so far as sales of domestic cigar leaf tobacco are concerned. There were offerings of considerable quantities of Pennsylvania tobaccos during the week, but buyers did not seem highly attracted by the prices asked for the goods. It has been definitely learned that there are considerable quantities of 1905 to be had from packers, in fact, more than was some weeks ago thought to be the case. Of Wisconsin, Ohio and Connecticut there was also a fair amount of tobacco offered in this market, but in consequence of the price it met the same fate at the hands of the trade here, as did Pennsylvania.

It is rather a complex situation. Dealers generally are not overstocked, but in view of the fact that the manufacturers so steadfastly refuse to buy in any volume at the present prevailing prices, thus placing dealers in a position of not knowing with any degree of safety what to do in the matter of buying largely, it seems reasonably certain that the present lethargic conditions must change ere long.

If manufacturing interests can substantiate the position they are assuming, for an indefinite period, it is possible that a change in price may be brought about. But if, on the other hand, the manufacturers' position shall be found untenable, and they be soon practically forced to buy, it will have all the more buoyant effect on the market, if not actually bringing about an advance rather than an decrease. The whole matter seems to hinge upon the quantity of leaf that manufacturers have or have not actually got on hand.

There is no abatement in the activity of the cigar industry as shown by the internal revenue returns, which report a wholesome increase over a similar period of last year. An increase in production necessarily means an increase in consumption of new material. Consequently the pertinent query: How long will the manufacturers' present supply last?

The Sumatra market has not undergone any material change, notwithstanding the approach of the 1907 inscriptions in Holland. There are still some stocks in the hands of local houses, but they are being gradually depleted, and detailed information concerning the new goods is now eagerly awaited.

Havana tobacco has experienced a normal sale, but no particularly noteworthy transactions were reported. Advices from Cuba, which were to the effect that growing crops are now progressing nicely in most districts, have had a wholesome effect in this market. There has not been any change in prices. Importers declare supplies are only about sufficient to enable them to look after the needs of their present trade.

EMPLOYMENT FOR WAR VETERANS.

Reading Manufacturer Interests Himself Practically in Their Behalf.

Reading, Pa., March 4.

A. Thalheimer, of the A. Thalheimer Mfg. Co., and one of the wealthier men of the town, is again giving much attention to philanthropic work. This time he has taken up the cause of Civil War veterans, who have lost their places of employment by reason of old age or partial disability, but who are not entirely unfit for some light work.

A score or more veterans have already been found places of employment, mostly in cigar factories, where they strip tobacco, and the manufacturers who have tried the idea of employing partially disabled veterans for stripping services, have found the plan to be very satisfactory, and the men find the work to be paying better than they had suspected, and appear to be highly satisfied with a kind of employment that they can do well.

The cigar factory of F. A. Weber, at

HUNTER—A Nickel Cigar

Has won many races for dealers. Try it.

CIGAR RIBBONS.

Largest Assortment of *Plain and Fancy Ribbons.*

Write for Sample Card and Price List to Department

Manufacturers of

Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

142 Cedar street, has been changed to the F. A. Weber Cigar Mfg. Co., under which name the business will be continued as heretofore.

Volumes of smoke pouring from the second floor windows of the store of Breneiser Bros., wholesale tobacconists, 807 Penn street, last Thursday, attracted a crowd to the front of the place. Presently the combination wagon of the Rainbow Fire Company dashed up and a line of hose was carried in. Rubbish had been burned in the heater and the ashes thrown into a barrel. They were still hot, and the barrel and its contents were ignited. The timely discovery prevented a serious loss.

Joseph Lent, Nicholas Bennett D. A. Schaeffer, James A. Schaeffer, Arthur Freese, John Goas and Jacob Nau, all cigar dealers, were arrested last week on the charge of selling cigarettes to boys under 21 years of age. They were given a hearing before Alderman Miller and the cases against them were held under advisement. Harry J. Miller, a tobacco dealer at 141 Schuylkill avenue, was also given a hearing before the same Alderman, on the charge of selling tobacco to children under 16 years of age. He was held under bail for court.

Dompert & Co., who recently opened a cigar store and factory at 15 Schuylkill avenue, are said to be doing very nicely. Mr. Dompert, of this firm, was for some years an employe of the cigar factory of Yocum Bros. Adolph Eichner, a former Common Councilman, is associated with Mr. Dompert in the new enterprise.

Since Lengel & Ernst took charge of their new factory in the rear of 113½ North Third street, their business has been increased to a very considerable extent, and the factory is kept running with a steady force.

The Weber Cigar Company, incorporated under the laws of New Jersey, filed a bond with Collector of Internal Revenue F. W. Cranston, in the sum of $3,000 for the manufacture of high grade cigars. The firm will succeed Frank W. Weber, at 142 Cedar street. Thirty hands will be employed at the start.

Sam Hantsch, who for a number of years has been located at Fourth and Penn streets, will remove on April 1 to 521 Penn street, now occupied by Adler Bros. as a clothing and furniture establishment, but from which the latter firm is retiring.

John G. Spatz, of J. G. Spatz & Co., is now on one of his regular Western business trips and some very excellent orders are being received from him. He is expecting to get back about the middle of the month.

W. W. Stewart, of W. W. Stewart

Marcus Jaskulek — Morris Jaskulek — Robert Jaskulek

M. JASKULEK & SONS

Packers and Dealers in

Leaf Tobacco

814 and 816 East Third Street

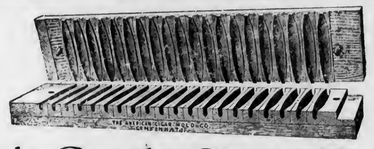
DAYTON, OHIO

Joe Endress, Jr. — A. C. Kercher

Pioneer Leaf Tobacco Co.

Germantown, Ohio

Packers of CIGAR LEAF TOBACCO



High Grade Cigar Molds

in any shape, at low st prices.

CIGAR MANUFACTURERS' REVENUE BOOKS

25 cents each; postage prepaid, 30 cents.

The American Cigar Mold Co., Cincinnati, O.

W. H. SNYDER & CO.

Windsor, Pa.

Manufacturers of Popular Brands of

Fine and Medium Priced Cigars

Correspondence with Wholesale and Jobbing Trade only invited.

Particulars cheerfully given to responsible inquirers.

Our Leaders Include:

Honeysuckle, Rose Show,
Jumbo, Libby Dear,
Verelda, Charles Fay,
Carisima, Gov. Pattison,
Model American, and Others.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

J. F. REICHARD

Wholesale Dealer in

LEAF TOBACCO

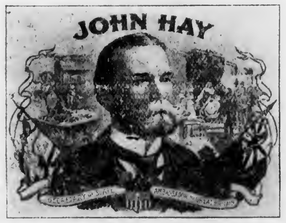
of All Grades

Craley, Penna.

W. W. STEWART & SON

Reading, Pa.

Makers of the



JOHN HAY
LADY HELEN
10c.
JOHN HAY, Jr.
ELI PERKINS
5c.

High Grade Seed and Havana Cigars

Correspondence with Responsible Houses Solicited

L. J. SMITH & CO.

Wholesale Cigar Manufacturers

AND **Dealers in Leaf Tobacco**

Manufacturers of

Red Lion, Pa.

and PAN ANNA

5c. Cigars

Two Havanas

Two for Five Cents

Private Brands made to order.

With Specially Designed Bands. Correspondence with Responsible Houses solicited.

SMITH BROS.

Brokers in Domestic and Imported **LEAF TOBACCO**

No. 17 Charter Street, Dayton, O.

Ohio Goods Our Specialty

& Sons, recently visited the jobbing trade in Harrisburg, York, etc., and reports that business is opening very nicely in those sections.

George N. Fehr of John U. Fehr & Son, leaf dealers of this city, recently visited the trade in Richland Station, Sheridan, Newmanstown, etc., with gratifying results.

H. G. Burky recently concluded a contract with an important jobbing house, which will take up a very large output of his goods. He informs us now what he needs is more room, so that more hands may be employed.

H. Roy Nissly, with E. L. Nissly & Co., leaf packers at Florin, Pa., was recently visiting the trade in Reading, Sinking Springs and vicinity, in the interest of his father's business.

F. J. Ritter, Boyertown, recently erected a building in that borough in which he will open a retail cigar store which he will operate together with the manufacturing business.

A new cigar factory is being erected at Schaefferstown for Mock Bros. It is to be ready for occupancy about April 1.

"Hand him a lemon" is a new slogan now being used by the Lebanon Cigar Mfg. Co., at Lebanon, Pa., in advertising their trick cigars, which are now being turned out in large quantities and sold extensively in Texas and the Western States. The firm has all the business it can handle, but is desirous of securing more cigarmakers.

Henry F. Fidler, a well known cigar manufacturer of Womelsdorf, through his counsel, H. P. Keiser and C. H. Ruhl, issued a warrant before Alderman E. I. Sandt in this city, charging S. V. Nagle, President of the Miller Pure Rye Distilling Company, located near Womelsdorf, with criminal libel. The warrant was served by Constable Wagner.

Mr. Fidler alleges that Mr. Nagle is the publisher of a liquor trades paper in Philadelphia, in which Mr. Fidler is the subject of a cartoon.

A few days ago, Mr Nagle brought suit against Mr. Fidler to collect $500 alleged to be due on a stock subscription in the Miller Rye Company.

Mr. Fidler was a signer to a remonstrance against the application of the Miller Company for a distiller's license.

RUTHERFORD CLEAR HAVANA CIGARS

Are Popular

Because They Please the Consumer.

—Cigarmakers' Union No. 6, of Syracuse, N. Y., has deposed Matthias Boland as secretay and treasurer, and elected in his place Jacob Siegel. Mr. Boland has been treasurer 20 years. Irregularities in his accounts are now alleged, which Mr. Boland claims are merely errors in bookkeeping. The sum involved is stated as between $300 and $400.

—David M. Wallace has purchased an interest in the cigar business of H. V. Groesbeck, at Mt. Clement, Mich. The firm name will be Groesbeck & Wallace, with headquarters at 21 N. Gratiot avenue. A general line of cigars and tobacco will be carried, and the firm intends to cover the entire State.

—The Jersey Cigar Co., of Fort Wayne, Ind., contemplates locating at Huntington in the near future. Several locations are under consideration, but nothing definite has yet been decided.

SPECIAL NOTICE.
12½ cents per 8-point measured line)

To Manufacturers of Cigars:

If you have any

Cuttings, Scraps or Siftings

to sell, write us.

We are at all times in the market as Cash Buyers of all these products.

EDWIN L. KOPPELMAN CO.
7-6-1h **81 Pine St., New York**

FOR SALE.—Nice lot of 75 hogsheads good heavy Kentucky broken leaves and scraps suitable for making smoking tobacco. Also, nice old, well sweated, well-sized cigar fillers and wrappers.
Buckner, Dunkerson & Co.,
7-11tf Louisville, Ky.

SITUATION WANTED—By a Salesman of wide experience. Would accept line of Manufactured Tobacco or Cigars. Thoroughly qualified to handle a staple line, or would do mission work on a new product. Philadelphia and adjacent territory preferred. Two years in present position. Address Salesman, Box 24, care of Tobacco World, Phila.

ESTABLISHED BROKER desires a good line of Medium Priced Goods. Good business for a good factory. Address J. S., Box 32, care of Tobacco World, Philada. 12-19tf

WE PURCHASE Cigar Molds—in desirable shapes—such as No. 16,261, No. 8,832, No. 8,569. Write us, stating what you have and the quantity. Winget Mfg. Co., York, Pa. 12-12tf

WANTED—A line of cheap Pennsylvania goods on a brokerage basis. Address Broker, Box 23, care of The Tobacco World, Phila. 3-4tf

TO RENT.—Upper floors for storage purposes. Apply 121 N. 3d St. 3-4

J. B. MILLEYSACK

Manufacturer of

Fine Havana Hand-Made **CIGARS**

No. 821 Lake Street

LANCASTER, PA.

Correspondence with the Jobbing Trade solicited.

J. E. SHERTS & CO.

Lancaster, Pa.

Manufacturers of

High-Grade Seed & Havana Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

The Gilt Edge Cigar Box Factory

J. FRANK BOWMAN

51 Market St.

Lancaster, Pa.

CIGAR BOXES
SHIPPING CASES
LABELS, EDGINGS, RIBBONS

Cigar Manufacturers' SUPPLIES

of All Kinds

Daily Capacity, Five Thousand Boxes

Geo. W. Conway

DALLASTOWN, PA.

Manufacturer of

Nickel & Medium Price CIGARS

For Wholesale and Jobbing Trade

E. RENNINGER,

Established 1889.

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. **Denver, Pa.**

Lithographers and Printers 322-326 E. 23RD ST. SAMPLES & PRICES FURNISHED UPON APPLICATION

IN STOCK AND TO ORDER **Krueger & Brain** NEW YORK **CIGAR LABELS and BANDS**

W. H. RAAB & SONS,

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY No. 463 ESTABLISHED 1871.

CAPACITY 75,000 PER DAY

DALLASTOWN, PA.

Move Your Tobacco on

Box Truck

USED BY

Leading Tobacco Dealers

BUILT AND SOLD BY

The Wm. F. Kramer Co.

DAYTON, OHIO

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE

Is specially adapted to give that Peculiar Sourish Effect desired. **Chaskel's Flavors** the **Cheapest** in the market, considering what they do.

A Card Will Bring More Information and Prices.

Chaskel Chemical Works

265 West Broadway, New York

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphi Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 50 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

WHY IS IT

that we sell more HAVANARINE every year? It must be a good thing for the cigar manufacturer and a good thing for the smoker. Why is it that you have not adopted this kasing fluid in your factory?

Stop and think for a moment: "Is it a good thing for me to make my cigars taste better?

Write us about it.

Tobacco Improvement Co.
504 Ninth Street, N. W.,
Washington, D. C.

O. L. SCHWENCKE LITHOGRAPHIC CO
CLARENDON ROAD & E. 37TH ST. BROOKLYN, N.Y.
FINE CIGAR LABELS
BANDS & EDGINGS
PRIVATE BRANDS OF ORIGINAL DESIGN
CHICAGO BRANCHES SAN FRANCISCO

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

CONVENTION OF RETAILERS.

Big Gathering of Independent Cigarists Suggested During Trades Exposition.

A movement has been started in New York to have an enormous convention of independent cigar retailers throughout the United States, this convention to be held during the Tobacco Exposition next September.

The object in naming this date is to give dealers an opportunity to visit the Exposition while attending the convention.

The vital question now facing all retailers in the larger towns and in cities is the competition of the chain of stores with their cut prices. It has been urged by prominent independent dealers that the individual dealers get together and discuss the situation in detail, and it is suggested that every dealer in attendance have something to say or some idea to proffer that shall be helpful to the others.

It is also aimed to have a large number of jobbers and manufacturers attend this convention. It is well understood that the interests of the jobber and manufacturer are identical with those of the retailer, and by such a joint convention, with everyone taking part in the discussion of questions, it is hoped many difficulties may be eliminated and a strong harmony established.

As a result of this convention, it is presumed a national organization of retailers will be formed, which shall remain a permanent, active body to further independent interests.

Wm. B. Turk, president of the Tobacco Exposition, has offered to this proposed convention the free use of the large concert hall in Madison Square Garden for two days, September 9 and 10.

He has further offered to furnish a free ticket of admission to the Exposition and to the concert hall for those two days to every retailer desiring to attend.

Every retailer interested is requested to send his name and address on a letterhead or business card, as evidence that he is a retailer, to the Tobacco Trades Exposition Company, 710 Flatiron Building, New York, and a certificate of membership will be sent him.

Upon presenting this certificate at the box office at Madison Square Garden it will be exchanged for a member's card and for an admission badge to the Exposition and to the concert hall for the two days of the convention.

It is hoped that every Independent dealer, large and small, will send in his name for a certificate, and become active in the movement that shall help him to protect his business against the encroachments of chain stores and cut-price goods. It will cost him nothing but a postage stamp.

An accurate list will be kept of all dealers sending in their requests, and from this list the roll will be called at the opening of the convention.

NEW SUNDAY LAW IN CANADA

Prohibits the Sale of Liquors, Cigars and Foreign Newspapers.

Montreal, March 3.

All Canada except the Province of Quebec, came under the terms of the new Sunday law today.

Public entertainments, baseball, football, gambling, racing, hunting, shooting, fishing, sale of intoxicating liquors, except on physician's prescription, between the hours of 7 o'clock on Saturday night and 6 o'clock on Monday morning; sale of cigars, bringing into Canada or selling of any foreign newspapers, or the employment of any person to do so, are prohibited by the new enactment.

Work of necessity or mercy is permitted, and the act gives a list of two dozen kinds of work that are permitted.

HUNTER 5c. Cigar
is successful with
successful dealers.
El Draco Cigar Mfg. Co., Phila.

—A. Ogden & Co., at Owego, N. Y., last week closed their cigar factory. M. J. Murray, formerly foreman of the factory, has opened a factory on his own account in the same building on Lake street.

A. HUSSEY
LEAF TOBACCO CO.

THE BEST ORGANIZED
MOST COMPLETE AND
LARGEST MAIL ORDER
LEAF TOBACCO
ESTABLISHMENT IN
AMERICA

NEW YORK
CHICAGO
ST. LOUIS

Telephone Call, 432—B
Office and Warehouse:
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLY & CO.
Growers and Packers of
Fine Cigar Leaf Tobacco
Fine B's and Tops Our Specialty
Critical Buyers always find it a pleasure to look over our Samples
Samples cheerfully submitted upon request
P. O. Box 96

J. K. LEAMAN,
Packer of and
Dealer in
LEAF TOBACCO
138 North Market St.
United Phones LANCASTER, PA.

J. W. BRENNEMAN
Packer and Dealer in
Leaf Tobacco
Packing House, Millersville, Pa.
Office and Salesrooms,
110 and 112 West Walnut St.
LANCASTER, PA. United Phones

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

W. R. COOPER & CO.
Packers of
Penna. Broad Leaf
Dealers in
All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

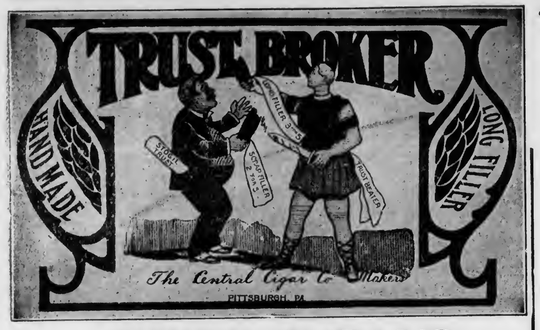
H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS and DEALERS IN
Leaf Tobacco
142 N. Market Street,
LANCASTER, PA.

The York Tobacco Co.
Packers and Jobbers in
All Grades of
LEAF TOBACCO
Office and Warehouse, 15 East Clark Avenue
Manufacturers of
Cigar Scrap Tobacco
York, Pa.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We Make SCRAP Filler, Ready for Use
York, Pa.

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO
Jobber in Sumatra, Florida Sumatra and Havana
Lemon and Arch Sts. Lancaster, Pa.



and **THREE CUBANS**

MANUFACTURED BY

Central Cigar Company

LEWIS SMITH, Proprietor

Forbes and Marion Streets, Pittsburg, Pa.

Wholesale and Jobbing Trade solicited.

UNION MADE — SOLD ON ITS MERITS

Factory 1898. First District Penna.

TOM BAINES

Nickel Goods.

Strictly a First Class Article—Equal to Any Union or Non-Union Cigar on the Market—Probably Better, You to Judge—and Prices No Higher than Others.

H. G. Burky, Maker, Reading, Pa.

UNION MADE — BLUE LABEL USED

H. G. BARNHART

Cigar Manufacturer

Springvale, Pa.

One of Our Leading Brands:

Cuban Duchess

Only High Grade Tobacco Used

Cigars always duplicate

All Jobbers Who Handle Travellers Tips

Say it Always Moves Well

"A Good Five Cent Cigar"

Abbott Cigar Co.

ABBOTTSTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day

5c. Brand

Is Strictly Union Made

Ideal Cigar Co.

CENTENNIAL, PA.

H. F. KOHLER

Nashville, Pa.

Maker of HIGH GRADE, HAND MADE

Seed and Havana and Fine Nickel Cigars

For Wholesale and Jobbing Trade

Correspondence with Responsible Houses Invited

NEW PARTNER IN OHIO FACTORY.

Mansfield, O., March 2.

M. D Ward, Jr., one of the best known young business men of this city, teller of the bank of Mansfield, and connected with that institution for eight years, has purchased an interest in the H. L. Bowers Cigar Company, and will leave the bank about March 15, to begin participation in the business which has been rapidly growing and prospering under the management of Mr. Bowers, who is Mr. Ward's brother-in-law.

BADGER STATE ITEMS.

Edgerton, Wis., March 2.

At this writing there is not an idle packing house, that is to say, there is not at present a packer in the State who is not busy in receiving and packing the 1906 tobacco, and their time is therefore very much occupied, but still it does not hinder them from courteously waiting upon all visitors who come to town to look over the market, even if not to actually buy goods.

Crops have been pretty well bought up, and at the present rate of delivery the tobacco will be practically all in the warehouses by April 1, unless extremely bad weather, making almost impassable roads, should occur and prevent a continuance of the present activity among growers.

Fred W. Miller, a Cincinnati leaf broker, in company with a buyer for a scrap factoy of that city, have been here for some days, and made considerable purchases of certain grades of goods, which will be shipped to the Blue Moon Factory at Cincinnati.

Walter Scotten and W. M. Dillon, of the Scotten-Dillon Tobacco Co., of Detroit, Mich., have also been recently in the several leaf markets of this State, making purchuses of low grade goods for factory purposes.

By placing the 1906 crop of tobacco leaf in shipment by May 1, owners of tobacco warehouses at Cashton, Wis., will deprive the town of the tax on $150,000 worth of leaf.

Early in the year the town officials were happy at the thought of $1,800 rolling into the town treasury, the tax on the tobacco at the rate of twelve mills.

While the town officials were thinking and planning how to spend the money, the tobacco officials were alert and spoiled the entire season's plans. The tobacco will be in transit to Eastern tobacco firms by May 1, when the tax is levied, and none will be paid in any State.

At a meeting of the tobacco growers held at Cambridge last week, the proposition to organize a tobacco growers' association within the Society of Equity was brought up. After several propositions were discussed it was finally decided that one man be appointed as a manager and he was to solicit crops with the idea of having all unsold tobacco assorted at some warehouse where it could be stored, C. O. Tellefson, a leading merchant of Rockdale, was elected as manager. If he could secure enough crops to make it profitable to hire a gang of assorters he was instructed to hire a foreman to attend to the assorting, and farmers having

---

Rutherford, Constitution, Hunter—a strong trio.
El Draco Cigar Mfg. Co., Philada.

BRBANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars

JOHN D. LONG

OFFICE: No. 118 Mifflin Street — Manufacturer of **Cigars** — FACTORY: Cor. Maple & Plum Aves.

Lebanon, Penna.

A Specialty of Private Brands. Telephone Connection Samples Sent to Responsible Houses.

HERMAN DELLE

York, Penna.

Maker of

Delman 10 and 5c.
Herdel 5c.
Alex. Martin 5c.

UNION MADE

CIGARS

Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

GEO. W. PARR

Manufacturer of FINE CIGARS

Littlestown, Pa.

MAKER OF

5c. THE FERNSIDE 5c.

Sold to the Jobbing Trade only

Correspondence invited

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.

BRANDS:—*The* **Bear,** *The* **Cub, Essie,** and **Matthew Carey**

W. R. DAUGHERTY & BRO.

Dallastown, Pa.

Manufacturers of

Fine Domestic Cigars

Highest Quality Finest Packages

Wholesale and Jobbing Trade only.

Correspondence with Active Houses Invited

C. E. MATTINGLY & CO.

Manufacturers of

High Grade Union Made

5c. Cigars

FOR THE Wholesale Trade Only

Union Chief Supreme Union

McSherrystown, Pa.

R. E. JACOBY

Wholesale Manufacturer of Strictly Uniform Quality of

High Grade Seed and Havana Cigars

Rothsville, Pa.

Correspondence with the Wholesale and Jobbing Trade Invited.

El Ono

Union Made

5-Cent Cigars

are as Good as Cigars Can be Made

Chas. A. Oberly, Maker

LEBANON, PA.

INCREASE YOUR PROFIT!

Columbia Straight Will Do It.

We bought a large supply of Good Havana and Domestic Tobacco at the right time.——We are located where Good Workmen can be had at Fair Prices.

These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.

Fred Schlaeger & Co., Columbia, Pa.

Samples on application.

Established 1870 — Factory No. 79

S. R. KOCHER

Manufacturer of

Fine Havana Cigars

and Packer of

Leaf Tobacco

WRIGHTSVILLE, PA.

IT'S A WONDER WORKER

Havana Tobacco Ferment

Neutralizing Solution for Producing a Natural Fermentation and Sweat in Domestic Tobaccos

Acme Extract and Chemical Works

E. G. ECKERT, Proprietor — HANOVER, PA.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Houses

They Smoke It and Come Again

BLEND, QUALITY and WORKMANSHIP to Please the Most Critical Smokers
Manufactured for Jobbing Trade Only
The Toedtman Cigar Co.
Makers of the Highest Grade of 5c. Cigars Exclusively
MIAMISBURG, OHIO.

The American Tobacco Co.

Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug

They Please All Tastes

Always Uniform and Reliable

their crops assorted under his management, were to pay the actual cost of having the work done. After all the crops are finished, an advisory board is to be appointed to act with Mr. Tellefson in establishing a fair price for the crops handled under his management, and after the said crops are stored the sales shall be made through Mr. Tellefson. As compensation for his services Mr. Tellefson is to receive at the rate of $2.00 per day with expenses added.

TOBACCO AND GERMS.

Some men seem to be terribly squeamish. A few days ago it was reported that malignant germs in great variety were contained in the ice harvested from the Hudson river. The president of the American Ice Company replied that the ice was perfectly pure. Poultney Bigelow went to see for himself. As germs are invisible to the naked eye, Mr. Bigelow naturally didn't find any What he did discover is told in his own words: "In a house which was described as holding only pure ice, I found sixty seven men at work chewing tobacco and ejecting it in graceful streams over the surface of the ice which we are invited to melt into our drinking water." Mr. Bigelow was deeply disgusted. And yet there is a compensating thought. Even as a minute quantity of nicotine will put an end to the nine lives of a cat, may it not be that the floods of tobacco juice ejected by the sixty-seven men will prove fatal to the disease germs contained in the ice? Possibly the ice consumers of New York have reason to be grateful to the tobacco chewers. Poultney should learn to look on the bright side of things.—Rochester, N. Y. Chronicle.

RUTHERFORD CLEAR HAVANA LEADER
from the factory of
El Draco Cigar Mfg. Co., Philada.

Leaf Tobacco Markets.

BALDWINSVILLE, N. Y.

Receiving has continued at the local warehouses, which are all busy in handling tobacco. E. L. Beebe is still in the field, buying for Charles Lederman, of Lancaster, Pa.—Gazette.

EDGERTON, WIS.

More effort has been made of late to take over the unsold portion of last year's crop than for some time past. Buyers are again riding the growing districts, among them some firms that have not heretofore been interested in the deal. Sales coming to notice, however, indicate that the tobacco is being lifted at from 11 to 13 cents for wrapper and binder grades, which is several points under earlier quotations, while some rejected lots are bought at even less figures. Some low grades are also being sold by packers for the account of the scrap manufacturers, and these too bring less money than earlier in the season.

A liberal amount of tobacco is still coming to receiving points and a considerable amount of deductions and allowances are consented to before settlements are effected. Warehouse handling is being crowded along at the packing points as fast as possible. A few concerns have already finished the work of the season and others begin to see the end.

A dull market for old stock continues and transactions are confined to small lots on manufacturers' orders.

Shipments, 1,122 cases.—Reporter.

J. H. LIEFTINCK & ZOON
Sworn Tobacco Brokers
Office and Sample Rooms:
Brakke Grond and Frascati,
AMSTERDAM, HOLLAND.

STOKHUYZEN & BRO
Sworn Tobacco Brokers
Office and Sample Rooms:
Nos. 84–86 (Opposite Frascati),
AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMAN
Sworn Tobacco Brokers
Brokers to the Deli Maatschappy
AMSTERDAM, HOLLAND
Office and Sample Rooms:
87 Rokin & 100 Nes, opposite Frascati

COLOR and CANCELLING STAMPS
LEAD SEALS & STENCILS
Quaker City Stencil & Stamp Wks
Incorporated
234 Arch St., PHILADELPHIA, PA.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890.
Capacity, Twenty Thousand per Day.

YOU ARE LOSING MONEY.
? HOW ?
BAD ACCOUNTS.
Charging them off to profit and loss.
Paying Collection Agency Fees.
Paying Membership fees.
"DO-IT-YOURSELF"
The "Do It-Yourself" collection outfit is a system whereby you collect your bad accounts YOURSELF and do it in the same way that it is done by Collection Agencies, only BETTER.
? WHY ?
It is a better system.
It is easier to operate.
It keeps the accounts in YOUR OWN HANDS.
It brings the money to YOU.
It saves Collection Agencies fees.
It saves Membership fees.
It saves getting into the hands of unreliable agencies
Price $1.00 Postpaid
Each outfit contains everything necessary to collect 50 claims.
MONEY REFUNDED if on receipt you are not perfectly satisfied.
ORDER TO-DAY
United States Collection Agency
Suite 19, 163 Randolph Street
Chicago, U. S. A.
Agents Wanted Write for proposition

Wm. STEINER, SONS & CO.
Lithographers.
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540-550 W. 58TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

Established 1877 New Factory 1904.
H. W. HEFFENER,
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.

Weidman Bros. & Moyer
Manufacturers of
Cigar Boxes
Special Attention to GOLD LEAF EMBOSSING HIGH GRADE Work
Factories:
Womelsdorf, Pa., Sinking Spring, Pa.
Established 1891

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

JOHN SLATER & CO.

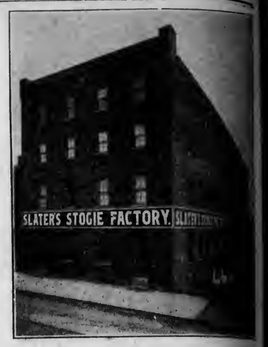
Manufacturers of Handmade

LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues

LANCASTER, PA.

No. 21 North Main Street, **Washington, Pa.**



Porto Rico Cigar Co.
Red Lion, Pa.
WHOLESALE CIGAR MANUFACTURERS
Major Paul
Lord Selkirk } 5c.
Arrow Point
Tom Lewis—2 for 5c.
Wholesale and Jobbing Trade Only

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
Manufactured Only by
LEONARD WAGNER
Factory No. 2 707 Ohio St., ALLEGHENY, PA

GEO. STEUERNAGLE

Manufacturer of
Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

OLDEST MANUFACTURERS OF
PEACH and PRUNE ESSENCES
Also of the
World Renowned and Non-Evaporating
SPANISH BETUNS
Cigar and Tobacco Flavors, Sweeteners, etc.
Write for Free Samples and Particulars
Guaranteed to be the Strongest and Best
Established 1855
FRIES & BRO.
92 Reade Street, NEW YORK.

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EL DRACO CIGAR MFG. CO, Philada.

Business Changes, Fires, Etc.

Connecticut.

Torrington.—Terry Bros., manufacturers of cigars, etc., damaged by fire; insured.

Florida.

Tampa.—Bustillo Bros. & Diaz, cigar manufacturers, real estate mortgage, $18,577.

Idaho.

Bathdrum.—B. K. Short, cigars, confectionery, etc., deed, $500.

Indiana.

Fort Wayne.—Gierhart & Tonkel, cigars and news, dissolved.——On A. Tonkel, cigars, chattel mortgage, $700.

Huntington.—The Cappels Cigar Co., manufacturers, etc., business sold.

Indianapolis.—Robert F. Demp, cigars, etc., chattel mortgage, $405.

Muncie.—The Yochey Cigar Co., sold out.

Washington.—C. B. Thorp, cigars, etc., sold to F. A. Buchanan.

Maine.

Madison.—D. N. Sawyer, cigars, confectionery, etc., sold out.

Massachusetts.

Hudson.—Michael J. Doherty, tobacco and confectionery, succeeded by George W. Parker & Co.

New Hampshire.

Rochester.—Elkhorn Cigar Factory (not inc.), burned out.

New York.

Elmira.—John W. Feeney, cigars and tobacco, out of business.

Ohio.

Dayton.—George C. Albert, cigars and tobacco, real estate deed, $5,500.

Oregon.

The Dalles.—O. V. Robert, cigars and confectionery, sold to Wiltse & Cohn.

Rhode Island.

Pawtucket.—J. P. Horton & Co., cigar manufacturers, dissolved.

Tennessee.

Whitlock.—Huddleston & Whitlock, leaf tobacco, burned; insurance, $3,500.

Texas.

Beaumont.—T. E. Linn, cigars, etc., sold to C. J. Nelson.

Washington.

Seattle.—J. Marcuse, cigars, assigned to Merchants' Association.

Spokane.—Havana Cigar Co., manufacturers, files petition to disincorporate——C. A. Lyons, cigars, transferred assets.——J. R. Timberman, cigars, chatetl mortgage, $150.

Tacoma.—Mrs. M. A. Morton, cigars and confectionery, succeeded by Richard Johnson.——Marzano & Co., cigars, confectionery, etc., J. Marzano individually, deed, $2,300.——H. W. Ott, cigars, confectionery, etc., deed $220.

—C. Stout, of Grand Rapids, Mich., is now in North Fort Worth, preparing to establish a new cigar factory there. The matter is in the hands of the North Fort Worth Commercial Club, and it is probable that a manufacturing industry of considerable size will be undertaken.

MINNICH BALING PRESS

Patented March 9, 1897
For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.
Specially Constructed ..PRESSES..
For Leaf Tobacco Packers
Warranted to do more and better work in a given time, with less labor than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.
MINNICH MACHINE WORKS
Landisville, Lancaster Co., Pa.

—Established 1834—
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PHILADELPHIA
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Patents *Caveats, Trade Marks, Design-Patents, Copyrights, etc.*
Correspondence Solicited
JOHN A. SAUL
Le Droit Building, WASHINGTON, D. C.

METAL EMBOSSED LABELS METAL PRINTED LABELS
ENGRAVING PRINTING
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS

JACOB G. SHIRK
Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds
Are the **CIGARS** of the following Registered Brands
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"S. B" Half Havana . . . . . 5c.
"S. B." Little Havanas . . . . . 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made 2 for 5c.
Special Brands Made to Order
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here We Will Save You Money

For Sale by All Dealers
VIRGINIA PERIQUE

MIXTURE
The **AMERICAN TOBACCO CO., NEW YORK**

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

JOHN SLATER & CO.
Manufacturers of Handmade
LONG FILLER STOGIES
Corner Columbia and Marietta Avenues
LANCASTER, PA.
No. 21 North Main Street, Washington, Pa.

Porto Rico Cigar Co.
Red Lion, Pa.
WHOLESALE CIGAR MANUFACTURERS
Major Paul
Lord Selkirk } 5c.
Arrow Point
Tom Lewis—2 for 5c.
Wholesale and Jobbing Trade Only

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
Manufactured Only by
LEONARD WAGNER
Factory No. 2 707 Ohio St., ALLEGHENY, PA

GEO. STEUERNAGLE
THE CELEBRATED
Trade Mark.
MERCHANT & MANUFACTURER
Registered
HAND-MADE
STOGIES.
LONG FILLER
Manufacturer of
Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

OLDEST MANUFACTURERS OF
PEACH and PRUNE ESSENCES
Also of the
World Renowned and Non-Evaporating
SPANISH BETUNS
Cigar and Tobacco Flavors, Sweeteners, etc.
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Indianapolis.—Robert F. Dunn, cigars, etc., chattel mortgage, $425.

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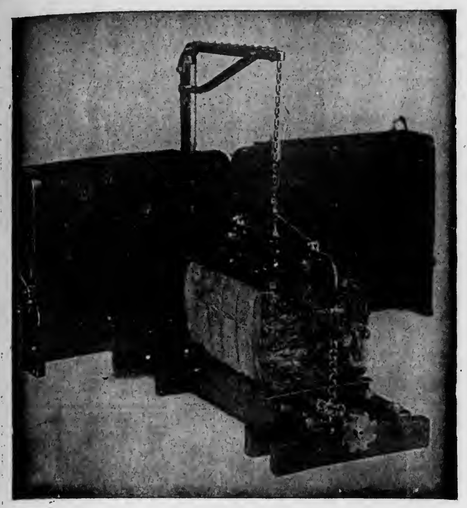

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INTENTIONAL SECOND EXPOSURE

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"AS GOOD AS THE NAME"

E. REGENSBURG & SONS

THE AMERICAN

HAVANA CIGARS

NONE GENUINE UNLESS BEARING THIS BAND WITH OUR TRADE MARK IN COLORS

E. REGENSBURG & SONS THE AMERICAN

BEWARE OF IMITATIONS.

ON SALE EVERYWHERE

Constant Growth

signifies

Constant Merit!

Cigars that hold the confidence of their smokers pay dealers best.

DIAMOND JOE CIGAR FACTORY brands stand pre-eminently in a class of their own.

H. FENDRICH

Evansville, Ind.

WARREN BECK & BRO.

Ten-Cent Brands:
Duke of Westminster
Admiral Gherardi
Gen. Warren
La Responder Marcana
La Cantidad

Cigar Manufacturers

York, Pa.

Michael Hose A. F. Brillhart

Dallas Cigar Co.

Manufacturers of CIGARS & Dealers in LEAF TOBACCO,

Dallastown, Penna.

A. D. KILLHEFFER, MILLERSVILLE, PA.

Maker of High Grade Cigars.

No Salesmen. Communicate with Factory.

E. ROSENWALD & BRO.

THE TOBACCO WORLD

Established in 1881. Vol. XXVII., No. 11. | PHILADELPHIA and NEW YORK, MARCH 13, 1907. | One Dollar per Annum. Payable in Advance.

PHILIPP J. KOLB & CO.

IMPORTERS & PACKERS OF LEAF TOBACCO

No. 310 Race Street

PHILADELPHIA

•CENTRAL UNION•

No other brand of Tobacco has grown so quickly in public favor.

Reasons:

Quality, Price, Union Label, Friendly Dealers' Aid, and Tobacco Trust's Hostility.

United States Tobacco Co., Richmond, Va.

SUMATRA TOBACCO

The Kind that Wraps Economically

H. DUYS & CO.

No. 170 Water Street, New York

The Leading Exclusive Sumatra House

Amsterdam House:—De Amsterdamsche Tabakshandelmaatschappij.

Growers and Packers of

FLORIDA TOBACCOS

Write for Samples

SCHROEDER & ARGUIMBAU

178 Water Street, New York

THE 5c. CIGAR that you'll say is "All to the Front."

El Draco Cigar Mfg. Co. Philada.

We Clean as the Food You Eat!
Vesper CIGAR 5¢

(LORD LANCASTER, 10c.)

Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
(NICKELBY, 5c.)

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

PHILADELPHIA
SMOKE
VENTERLEIN BROS.'
SABOROSO
PHILADELPHIA
CIGARS
BOSTON

Sumner Greene — E. T. Cohen
SUMNER GREENE & CO.
Manufacturers of
Greene's Seal
Cigars
2330 MARKET ST., PHILADELPHIA

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
114 N. 7th St. Philadelphia

SUPERIOR Quality and Workmanship

Vicente Portuondo CIGAR MFG CO. PHILADELPHIA Cigars

Factory No. 968, First District Penna.

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
ALL JOBBING HOUSES

If You Want to be in HAVANA Smoke CAMELA 5c. CIGARS
Made by
HENRY HEYMANN'S SONS
Sinking Spring, Pa.

Parmenter Wax-Lined Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U.S.A.
Sole Owners and Manufacturers.

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

COST OF HAULING TOBACCO.

The U. S. Department of Agriculture gives the following report as to the average cost of hauling leaf tobacco from the farms to local markets or shipping points:

The average farm price in the United States December 1, 1905, was equivalent to $8.50 per 100 pounds, while the average cost of hauilng that quantity was about 10 cents.

It will be noted that the cost of hauling this product is lowest in Maryland, Pennsylvania and Ohio, and highest in Virginia, North Carolina and South Carolina, where small loads are hauled long distances. The low cost in Maryland is due to the tobacco farms being near railroad stations or steamboat landings, so that farmers make an average of three trips a day. The large average load in Pennsylvania is partly due to the use of 4-horse teams by a number of farmers in the tobacco counties.

Average Cost of Hauling from Farms.

	Counties Reported	Days for Round Trip	Lbs. in Load	Cost per L'd	Cost per 100 Lbs.
Pennsylvania	3	0.6	4,333	$2.40	$0.06
Maryland	4	.3	1,575	.78	.05
Virginia	13	1.1	1,688	3.46	.20
N. Carolina	23	1.1	1,552	2.72	.18
S. Carolina	3	.8	1,500	1.80	.12
Ohio	2	.6	3,375	2.03	.06
Wisconsin	4	.6	1,988	1.73	.09
Kentucky	53	.8	2,471	2.22	.09
Tennessee	8	.8	1,625	1.73	.11
Counties reported	113	.8	2,248	2.28	.10

Cost of Hauling f'm Most Remote Farms.

Pennsylvania	1.0	3 500	$4.00	$0.11
Maryland	.5	2,000	1.45	.07
Virginia	1.0	1,500	2.50	.17
N. Carolina	4.0	1.600	8.00	.50
S. Carolina	1.5	1,200	3.00	.25
Ohio	.8	4,000	2.60	.06
Wisconsin	1.0	2,250	3 00	.13
Kentucky	2.0	1,200	5.00	.42
Tennessee	2.0	1,600	5.50	.34

BIG TOBACCO SALES AT ATLANTA.

Twenty-one Car Loads of Stonewall and Grapevine Twist.

Atlanta, Ga., March 8.

When tobacco is sold in carload lots and shipped in this manner to various jobbers throughout the South, it shows that the tobacco has touched the popular taste, and when one jobbing firm alone has sold over 21 carloads of its brands in 12 months, it is sufficient proof of the fast increasing popularity of these goods which have become famous in so short a time. The Oglesby Grocery Company, of Atlanta, has sold over 21 carloads of Stonewall and Grapevine Twist within the last 12 months and their sales on these brands are increasing daily. Stonewall and Grapevine Twist are manufactured by G. Penn Sons Tobacco Co., Danville, Va.

These old and reliable manufacturers are ably represented in the South by R. G. Wilby, who is one of our Atlanta citizens. Mr. Wilby is one of the best known tobacco men in the South and has his office in Atlanta, from whence he directs an able corps of salesmen who travel all over the South selling to the merchants, and these goods have been so thoroughly distributed with the storekeepers that it is difficult to find a store where they are not kept on sale.

EXPERIMENTING IN NEW YORK.

Onondaga County to Have a Government Experiment Station.

Baldwinsville, N. Y., March 9.

In getting a government experiment station the tobacco growers of Onondaga county will have the benefit of tests made upon several kinds of soil instead of the tests being restricted to one tract of land, as is customary.

After an investigation of conditions during the past six months George W. Harris, who was assigned to the Onondaga territory by the Bureau of Soils of the Department of Agriculture, submitting recommendations to the bureau which were accepted, and he was recently instructed to proceed with the work along the lines he deemed productive of the best results.

Mr. Harris will make Baldwinsville his headquarers this year. He will arrange with farmers in various parts of the county to grow about an acre of tobacco under government supervision, and in all he will have six or eight plots. There will be plots for wrappers, two for fillers and two or more for an undecided quality of leaf.

Each plot of ground will be accurately measured and fertilized, and seeded with materials selected and paid for by the government. The farmer agrees to do the work according to the ruling of the government representative, and owns the crop when it is harvested. The government reserves the right to take such samples as may be necessary for showing the outcome of the test.

Mr. Harris said yesterday that because of the diversified soil in the vicinity of Baldwinsville, he did not believe it would be possible to do the best experiment work upon any one farm and that for that reason the other course had been adopted. It has been tried in other parts of the country, but as a rule a station is established on one particular kind of soil.

Mr. Harris says he believes there is a great future for the tobacco growers of Onondaga. He sees where improvements can be made and with the established demand for the leaf he believes tobacco will become one of the leading agricultural products of the county.

CIGARMAKERS' WAGES ADVANCED.

New Orleans, La., March 9.

Officers of the local union of the Cigarmakers' International Union of America announced today that a request for an increase of $2 per thousand on cigars had been granted by a number of cigar manufacturing concerns of this city. Those who are said to have signed the new agreement and scale of wages are H. Hess, Chas Lagman, S. L. Hahn & Co., E. H. Dolbear, R. Garcia & Co., P. Bettancourt, Chas. T. Peterson, C. A. Girod and G. Faustina. The increase is $2 on the thousand above the old scale.

HAS SMOKED FOR NINETY YEARS.

Mrs. Elizabeth Freeman, of Madison township, Clarion Co., Pa., celebrated the one hundred and thirteenth anniversary of her birth on March 8.

She smoked her pipe all day long, the same as she has done during the past 90 years.

CIGAR MANUFACTURING IN TEXAS.

Not so Good as in Some Years, but the Future Prospects are Bright.

Da.las, Tex., March 9.

After a careful compilation of all reports and data in the business, United States Internal Revenue Deputy Collector R. C. Wood, in the office of Collector Col. P. B. Hunt, has made a summary of the cigarmaking business in the Fourth Internal Revenue District. This includes North Texas and parts of Western and Eastern Texas. His figures are as follows, comparing 1904, 1905 and 1906 to Dec., 31:

Number of cigar factories—1905, 45; 1906, 41.

Number in Dallas—1905, 9; 1906, 15.

Total pounds of tobacco used—1904, 114,931 1-6; 1905, 94,540 1-6; 1906, 101,-690 1-3.

Total number of cigars made—1904, 5,660,464; 1905, 4,756,773; 1906, 4,-817,379.

In previous years since 1892, the fourteen years in which Mr. Wood has kept these statistics, the annual number of pounds used has gone considerably higher than in any of the three years shown and the total number of cigars in one or more years has gone as high as 7,000,000.

A reason for the falling off is said to be the advance of trust making in the tobacco business, and the operating of the enterprises from large centers. But the advance in 1906 over the year before is said to be due to some extent to the Texas handling of trusts and to the increased prosperity in this territory with its consequent natural increase in trade with the growth of population. This increase was more than 7,000 pounds of tobacco and 60,606 cigars.

While the reports themselves do not deal in this feature of the matter, it is stated that an increasing portion of the tobaccos used in Texas are grown in the State. It is stated as a further fact that some of the best Havana filling in the world is grown in Texas and is made up in the larger centers of tobacco manufacturing in the eastern section of the country. Yet it is declared to be a fact that in the making of a Texas cigar, the best of Texas tobaccos are used. This is believed to be an industry that from this time on, with any sort of proper encouragement, will flourish and become a leading enterprise for Texas.

CANADIAN WAREHOUSE BURNED.

Toronto, Can., March 9.

Fire which originated in some way unknown in the bonded warehouse of the Horrocks cigar factory, on the second floor of the building at 176 East King street, caused considerable damage. The blaze was going good when an alarm was turned in, and the firemen had to be liberal with the water, lest the fire get away from them. Only the one floor suffered from burning, but the stock of raw leaf tobacco was badly damaged, and the loss, it is estimated, will be heavy.

—The Happy Hollow Tobacco Co., has been incorporated at Oklahoma City, Okla., with a capital of $200,000.

STOGIES IN PHILADELPHIA.

Tobacco World Man Finds that Stogies are Crowding Cheap Cigars.

Our representative for the retail cigar stores, on his regular rounds among the cigar dealers and drug stores, was surprised to see how nearly every cigar counter displays a large quantity of all kinds of stogies.

Becoming interested, he made a special inquiry among cigar dealers and druggists, and was astonished to learn that stogies are most essential to their business. One dealer said that stogies had nearly driven cheap cigars entirely out of the market. Three cent cigars are seldom asked for any more.

Another dealer stated that he had quite a number of doctors and lawyers buying stogies by the box, the doctors claiming that when riding in their carriages from patient to patient they can smoke and throw the stogie away without any great loss to them.

A prominent druggist of Chestnut street said Philadelphia is getting rapidly educated to smoke stogies, that there are as many stogies smoked here as in Pittsburg. Even such prominent stores as Finley Acker & Co. are handling stogies, having them made especially, with the firm's name on them.

After having interviewed the retail trade, our representative verified the facts by the jobbers and manufacturers. The well known representative of the Slater stogies, N. T. Weser, stated that his trade had grown to such dimensions that the sale of only four to five million stogies a year would not be considered a very good year. The factory in Lancaster is taxed to its utmost capacity. Mr. Weser showed our representative a number of new packings, and it is surprising in what elaborate style they are gotten up.

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THE 5c. CIGAR that you'll say is "All to the Front."

El Draco Cigar Mfg. Co. Philada.

Clear as the food you eat
Vesper CIGAR 5¢

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
(NICKELBY, 5c.)

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

PHILADELPHIA
SMOKE
VENTERLEIN BROS.
SABOROSO
PHILADELPHIA
CIGARS
BOSTON

Sumner Greene — E. T. Colton
SUMNER GREENE & CO.
Manufacturers of
Greene's Seal Cigars
2330 MARKET ST., PHILADELPHIA

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
114 N. 7th St. Philadelphia

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

SUPERIOR Quality and Workmanship

Vicente Portuondo CIGAR MFG CO. PHILADELPHIA Cigars

Factory No. 968, First District Penna.

YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
ALL JOBBING HOUSES

If You Want to be in HAVANA
Smoke CAMELA 5c. CIGARS
Made by
HENRY HEYMANN'S SONS
Sinking Spring, Pa.

Parmenter Wax-Lined Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U.S.A.
Sole Owners and Manufacturers.

E. A. CALVES & CO. HAVANA IMPORTERS OF 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

COST OF HAULING TOBACCO.

The U. S. Department of Agriculture gives the following report as to the average cost of hauling leaf tobacco from the farms to local markets or shipping points:

The average farm price in the United States December 1, 1905, was equivalent to $8.50 per 100 pounds, while the average cost of hauilng that quantity was about 10 cents.

It will be noted that the cost of hauling this product is lowest in Maryland, Pennsylvania and Ohio, and highest in Virginia, North Carolina and South Carolina, where small loads are hauled long distances. The low cost in Maryland is due to the tobacco farms being near railroad stations or steamboat landings, so that farmers make an average of three trips a day. The large average load in Pennsylvania is partly due to the use of 4-horse teams by a number of farmers in the tobacco counties.

Average Cost of Hauling from Farms.

	Counties Reported	Days for Round Trip	Lbs. in Load	Cost per L'd	Cost per 100 Lbs.
Pennsylvania	3	0.6	4,333	$2.40	$0.06
Maryland	4	.3	1,575	.78	.05
Virginia	13	1.1	1,688	3.46	.20
N. Carolina	23	1.1	1,552	2.72	.18
S. Carolina	3	.8	1,500	1.80	.12
Ohio	2	.6	3,375	2.03	.06
Wisconsin	4	.6	1,988	1.73	.09
Kentucky	53	.8	2,471	2.22	.09
Tennessee	8	.8	1,625	1.73	.11
Counties reported	113	.8	2,248	2.28	.10

Cost of Hauling f'm Most Remote Farms.

Pennsylvania	1.0	3.500	$4.00	$0.11
Maryland	.5	2,000	1.45	.07
Virginia	1.0	1,500	2.50	.17
N. Carolina	4.0	1.600	8.00	.50
S. Carolina	1.5	1,200	3.00	.25
Ohio	.8	4,000	2.60	.06
Wisconsin	1.0	2,250	3 00	.13
Kentucky	2.0	1,200	5.00	.42
Tennessee	2.0	1,600	5.50	.34

BIG TOBACCO SALES AT ATLANTA.

Twenty-one Car Loads of Stonewall and Grapevine Twist.

Atlanta, Ga., March 8.

When tobacco is sold in carload lots and shipped in this manner to various jobbers throughout the South, it shows that the tobacco has touched the popular taste, and when one jobbing firm alone has sold over 21 carloads of its brands in 12 months, it is sufficient proof of the fast increasing popularity of these goods which have become famous in so short a time. The Oglesby Grocery Company, of Atlanta, has sold over 21 carloads of Stonewall and Grapevine Twist within the last 12 months and their sales on these brands are increasing daily. Stonewall and Grapevine Twist are manufactured by G. Penn Sons Tobacco Co., Danville, Va.

These old and reliable manufacturers are ably represented in the South by R. G. Wilby, who is one of our Atlanta citizens. Mr. Wilby is one of the best known tobacco men in the South and has his office in Atlanta, from whence he directs an able corps of salesmen who travel all over the South selling to the merchants, and these goods have been so thoroughly distributed with the storekeepers that it is difficult to find a store where they are not kept on sale.

EXPERIMENTING IN NEW YORK.

Onondaga County to Have a Government Experiment Station.

Baldwinsville, N. Y., March 9.

In getting a government experiment station the tobacco growers of Onondaga county will have the benefit of tests made upon several kinds of soil instead of the tests being restricted to one tract of land, as is customary.

After an investigation of conditions during the past six months George W. Harris, who was assigned to the Onondaga territory by the Bureau of Soils of the Department of Agriculture, submitting recommendations to the bureau which were accepted, and he was recently instructed to proceed with the work along the lines he deemed productive of the best results.

Mr. Harris will make Baldwinsville his headquarers this year. He will arrange with farmers in various parts of the county to grow about an acre of tobacco under government supervision, and in all he will have six or eight plots. There will be plots for wrappers, two for fillers and two or more for an undecided quality of leaf.

Each plot of ground will be accurately measured and fertilized, and seeded with materials selected and paid for by the government. The farmer agrees to do the work according to the ruling of the government representative, and owns the crop when it is harvested. The government reserves the right to take such samples as may be necessary for showing the outcome of the test.

Mr. Harris said yesterday that because of the diversified soil in the vicinity of Baldwinsville, he did not believe it would be possible to do the best experiment work upon any one farm and that for that reason the other course had been adopted. It has been tried in other parts of the country, but as a rule a station is established on one particular kind of soil.

Mr. Harris says he believes there is a great future for the tobacco growers of Onondaga. He sees where improvements can be made and with the established demand for the leaf he believes tobacco will become one of the leading agricultural products of the county.

CIGARMAKERS' WAGES ADVANCED.

New Orleans, La., March 9.

Officers of the local union of the Cigarmakers' International Union of America announced today that a request for an increase of $2 per thousand on cigars had been granted by a number of cigar manufacturing concerns of this city. Those who are said to have signed the new agreement and scale of wages are H. Hess, Chas Lagman, S. L. Hahn & Co., E. H. Dolbear, R. Garcia & Co., P. Bettancourt, Chas. T. Peterson, C. A. Girod and G. Faustina. The increase is $2 on the thousand above the old scale.

HAS SMOKED FOR NINETY YEARS.

Mrs. Elizabeth Freeman, of Madison township, Clarion Co., Pa., celebrated the one hundred and thirteenth anniversary of her birth on March 8.

She smoked her pipe all day long, the same as she has done during the past 90 years.

CIGAR MANUFACTURING IN TEXAS.

Not so Good as in Some Years, but the Future Prospects are Bright.

Dallas, Tex., March 9.

After a careful compilation of all reports and data in the business, United States Internal Revenue Deputy Collector R. C. Wood, in the office of Collector Col. P. B. Hunt, has made a summary of the cigarmaking business in the Fourth Internal Revenue District. This includes North Texas and parts of Western and Eastern Texas. His figures are as follows, comparing 1904, 1905 and 1906 to Dec., 31:

Number of cigar factories—1905, 45; 1906, 41.

Number in Dallas—1905, 9; 1906, 15.

Total pounds of tobacco used—1904, 114,931 1-6; 1905, 94,540 1-6; 1906, 101,-690 1-3.

Total number of cigars made—1904, 5,660,464; 1905, 4,756,773; 1906, 4,-817,379.

In previous years since 1892, the fourteen years in which Mr. Wood has kept these statistics, the annual number of pounds used has gone considerably higher than in any of the three years shown and the total number of cigars in one or more years has gone as high as 7,000,000.

A reason for the falling off is said to be the advance of trust making in the tobacco business, and the operating of the enterprises from large centers. But the advance in 1906 over the year before is said to be due to some extent to the Texas handling of trusts and to the increased prosperity in this territory with its consequent natural increase in trade with the growth of population. This increase was more than 7,000 pounds of tobacco and 60,606 cigars.

While the reports themselves do not deal in this feature of the matter, it is stated that an increasing portion of the tobaccos used in Texas are grown in the State. It is stated as a further fact that some of the best Havana filling in the world is grown in Texas and is made up in the larger centers of tobacco manufacturing in the eastern section of the country. Yet it is declared to be a fact that in the making of a Texas cigar, the best of Texas tobaccos are used. This is believed to be an industry that from this time on, with any sort of proper encouragement, will flourish and become a leading enterprise for Texas.

CANADIAN WAREHOUSE BURNED.

Toronto, Can., March 9.

Fire which originated in some way unknown in the bonded warehouse of the Horrocks cigar factory, on the second floor of the building at 176 East King street, caused considerable damage. The blaze was going good when an alarm was turned in, and the firemen had to be liberal with the water, lest the fire get away from them. Only the one floor suffered from burning, but the stock of raw leaf tobacco was badly damaged, and the loss, it is estimated, will be heavy.

—The Happy Hollow Tobacco Co., has been incorporated at Oklahoma City, Okla., with a capital of $200,000.

STOGIES IN PHILADELPHIA.

Tobacco World Man Finds that Stogies are Crowding Cheap Cigars.

Our representative for the retail cigar stores, on his regular rounds among the cigar dealers and drug stores, was surprised to see how nearly every cigar counter displays a large quantity of all kinds of stogies.

Becoming interested, he made a special inquiry among cigar dealers and druggists, and was astonished to learn that stogies are most essential to their business. One dealer said that stogies had nearly driven cheap cigars entirely out of the market. Three cent cigars are seldom asked for any more.

Another dealer stated that he had quite a number of doctors and lawyers buying stogies by the box, the doctors claiming that when riding in their carriages from patient to patient they can smoke and throw the stogie away without any great loss to them.

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INTENTIONAL SECOND EXPOSURE

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia

FOUNDED 1855

John T. Dohan — SELECTED D&T VUELTA ABAJO — Wm. H. Dohan

FLOR de D&T

DOHAN & TAITT

Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco

VUELTA ARRIBA

107 Arch St. PHILADA.

K. STRAUS — A. LOEB

K. STRAUS & CO.

IMPORTERS OF

301 & 303 North 3rd St.

PHILADELPHIA.

Established 1825

L B S

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

AND PACKERS OF

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

Benj. Labe — Jacob Labe — Sidney Labe

BENJ. LABE & SONS

IMPORTERS OF

Sumatra and Havana

Packers and Dealers in **Leaf Tobacco**

228 North Third St., Philadelphia

Julius Hirschberg & Bro.

Importers of Havana and Sumatra and Packers of Seed Leaf

Tobacco

125 North Third St., Philada.

LEOPOLD LOEB & CO.

Importers of **Sumatra and Havana**

and

Packers of **Leaf Tobacco**

306 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in

Importers of **SEED LEAF HAVANA and SUMATRA TOBACCO**

111 Arch Street, Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N. Y.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of **LEAF TOBACCO**

238 North Third Street, Phila.

H. Golinsky & Son

Importers & Packers of

HAVANA AND SUMATRA SEED LEAF TOBACCO

147 N. Third St, Philadelphia, Pa.

REGISTERED

1642-44 N. ELEVENTH, ST.

L. KRUPPENBACH

IMPORTER of HAVANA and SUMATRA

DEALER IN LEAF TOBACCO

PHILADELPHIA

The Empire Leaf Tobacco Co.,

Importers and Dealers in ALL KINDS OF **SEED LEAF, HAVANA and SUMATRA Tobacco**

118 N. 3d St., Phila.

J. S. BATROFF

224 Arch St., Philadelphia

Broker in LEAF TOBACCO

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. The Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the Presidency of the Rebublic: dark blue.

NEW YORK PACKERS on FERTILIZERS

Say Leaf May Look Right, But Not Burn Well. Proper Fertilizers Wanted.

Elmira, N. Y., March 8.

There is probably no packer of leaf tobacco in this section who has not had more or less complaint, during the past few years from the jobber and manufacturer, concerning the bad burning qualities of the finished product.

Poor fertilizer is the cause of this most serious trouble in nearly every instance, as a careful and painstaking investigation, has fully and decisively shown, beyond any shadow of a doubt.

There are farms in this valley, well known to every local buyer, that are well suited, have a good soil for tobacco, and are well worked. But, there remains the fact, that the leaf grown on these same farms will not burn, and many times is deficient in quality. Why? Simply because a large quantity of poorly compounded chemical stuff has been injudiciously used year by year, until it has beome impossible for the ground to produce a normal and natural leaf. It is natural for tobacco to burn, and that right freely, and any tendency otherwise is abnormal, and due to some disturbing influence.

There will be no trouble at all in this direction, if the plant is given a chance, through the introduction into the soil of natural elements, in proper proportions. Nature has provided a way of fertilization, through the return to the soil of stable manure and the turning under of leguminious cover crops, which has been sufficient and eminently satisfactory in most instances.

One thing which cannot be emphasized too strongly is that no matter how luxuriant the growth, how nice the color, and how sound the leaf, if the burning quality is not present, the crop is worth but little.

The interests of the growers and the packers are identical in so far as the demand for the popularity of the tobacco grown in this section is concerned, and it certainly is to their mutual benefit to uphold the good name and reputation of Big Flats tobacco. Now unless there is a halt, and that immediately in the seeming general tendency among the growers, to substitute some poor fertilizer for stable manure, the future for both grower and packer, in this district is anything but a rosy one.

It would probably impress many of the growers most forcibly if they could hear the instructions, invariably given buyers at the beginning of the season. The one on which most emphasis is usually placed is, "Carefully avoid contracting crops that are known to be grown on commercial fertilizer."

Too much cannot be said of the old fashioned way of growing the leaf, and it is a fact that if the growers expect to retain and occupy a foremost position against their competitors from other districts, in the cigar leaf market, it can only be accomplished by the united intelligent efforts of all interested in this industry.

The packers of tobacco wish to encourage the production of better grown tobacco, better handled tobacco, and by all means, a reliable and satisfactory burning tobacco. With this end in view the packers would appreciate and should receive the hearty co-operation of all growers, who have at heart the best interests of the principal money crop grown in the fertile farms of the southern tier.

Some idea of the gravity of the situation touching upon this very subject may be obtained from a "Statement of Warning" to tobacco growers. This statement is signed by practically all the tobacco dealers doing business here.

NEW A. T. CO. PLANT for LOUISVILLE

Louisville, Ky., March 9.

Ground has been purchased by the American Tobacco Company for a new warehouse to be built adjoining the National Tobacco Works, at Eighteenth street and Broadway. The plot purchased faces on Anderson street, and the purchasers will soon commence the construction of a building 200x150 feet, which is expected to cost about $50,000. The new building will be used largely for a shipping house.

Constitution Seed & Havana Cigars are the Best that can be made. Do you sell them?

A Good Pair to Go On . . .

Two of Our Popular Five Cent Brands. Our Goods are Made of Best Selections, Made Carefully, and Made to Duplicate.

Wolf, Neff & Co.

RED LION, PA.

T. E. BROOKS & CO.

RED LION, PA.

MANUFACTURERS OF ALL GRADES OF

Pennsylvania Cigars

FOR THE WHOLESALE JOBBING TRADE

DISTRIBUTORS WANTED ON OUR SPECIAL BRANDS:

GOV. WRIGHT REGAL DUKE DON SEGNO GEN'L YORK

HAVANA SWEETS and MANUEL F. DOMINGUEZ

SAMPLES UPON REQUEST

Look Out

FOR YOUR OWN INTERESTS!

Never mind what the other fellow says. He may tell you certain tobacco is too cheap to be good.

Let Us Convince You

by sending you a sample that will prove the **PRICE** is the only thing that is **Cheap,** and that **THIS SUMATRA** is a rich, medium color, of fine quality and good yield,

At Only $2.55 a Pound.

Less For Bale Lots

L. G. HAEUSSERMANN & SONS

Importers, Packers, Wholesalers
and Retailers of

CIGAR LEAF TOBACCO

240 Arch Street **Philadelphia**

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Gieske & Niemann, Packers & Dealers in Leaf Tobacco

No. 204 South Charles Street
Baltimore, Md.

DULL MARKET IN LANCASTER.

Manufacturers Not Inclined to Buy, and Few Sales are Noted.

Lancaster, Pa., March 11.

Extreme dullness characterized the local leaf market during the past week. Although the market has been visited by a number of local manufacturers and others, the present prices did not seem to tempt them one whit.

Manufacturers seem so thoroughly and positively convinced that prices are bound to come down somewhat, that they persistently refuse to look at goods unless there is a price mentioned that seems rather inviting, and even then, when they do buy, it is in such small quantities as to make an unnoticeable decrease in stock. The purchases made, it would appear, are only in such quantities as can be put to almost immediate use.

Packers are already pointing out that the new tobacco is not, in many instances, coming in as nice as was expected, and that this fact is bound to eventually have its effect in the marketing and price of old goods, arguing, of course, that this in itself is good and sufficient reason to warrant the belief that the old goods are going to maintain their old price.

Rather conflicting reports are coming in from the country sections concerning operations in the field. Some indicate that tobacco is being eagerly bought up, at prices nearly approaching those prevailing for some time last fall, while others indicate that farmers have become anxious to sell, and are now accepting several cents less per pound than they had been holding out for earlier in the season.

The tobacco warehouse of Helter & Buck, of Lititz, was destroyed by fire, on Wednesday last. The building was a large frame structure and was valued at from $2,000 to $2,500.

The warehouse contained 100 cases of new tobacco, $2,000 worth of loose tobacco, and $1,000 worth of machinery, all belonging to the above named firm, whose total loss on the contents of the building aggregates $10,000, about three-fourths of which is covered by insurance in the Mutual Insurance Company, of Lititz, and several stock companies.

Besides the above 130 cases of tobacco belonging to Henry R. Erb, of Lititz, which were stored in the building, were also destroyed, entailing a loss of $9,000, on which there is an insurance of $7,000 in the Mutual Insurance Company, of Lititz. The origin of the fire is unknown.

In one day last week, M. M. Fry & Co., of Lancaster, received 126,000 pounds of tobacco at Lititz, which filled five cars and placed about $10,000 in the pockets of the growers.

While 14 cents per pound was the price several weeks ago, it has been learned several lots have been sold at 15 showing that buyers are now willing to give more for what yet remains of the crop in that section of Lancaster county.

Business with cigar manufacturers throughout the county is reported good, and the revenue returns for the month of February clearly show how healthy the trade conditions were during that month.

The total output of cigars for the Ninth District during February was 63,363,300, which as compared with 61,440,500, for February, 1906, shows an increase of 1,922,800. It is also to be noted that it is the highest February output since 1901.

A tax of $1,833 was also paid on manufactured tobacco, showing an output of 30,550 pounds, and $16.32 on snuff, representing an output of 272 pounds.

Wolf & Hackman, of Akron, have purchased from John Sahm, a building until recently used for cigar manufacturing purposes by W. D. Sahm. The building is to be used for storage purposes.

GOODS DELAYED IN TRANSIT.

York Cigar Makers Say Shipments are Unaccountably Held Back.

York, Pa., March 11.

It is learned that a number of cigar manufacturers of this city and county are being much handicapped by the failure of shipments to reach their destination in anything like good time. In fact those shipping to far western points are finding stacks of their goods delayed in transit, and in many instances are unable to locate them in any way.

Operations at the new cigar factory of W. L. Toomey & Co., in the Jacoby Furniture Factory building, will be commenced this week.

Jack Ryan, of the Central Litho Co., of Cleveland, is here on a protracted visit, as he expects to retire from active road work and will hereafter confine his efforts to the office end of the business. He is accompanied by a young man who is to take up the work in the future.

A rumor was circulating here only last week to the effect that Myers, Adams & Co. had sold out their business to the American Cigar Co. It has been vehemently denied by the firm, who say such a report is not only devoid of any foundation of fact, but it has been entirely inimical to their interest, and savors of maliciousness. They are exceedingly anxious to know the true origin of the report.

Harry Eimerbrink, a son of John Eimerbrink, of Myers, Adams & Co., of which factory he has been superintendent, has resigned that position to accept a very lucrative one with Otto Eisenlohr & Bros., of Philadelphia, as general superintendent of all their factories.

Kohlberg Bros. & Ruthenberg have given up their York warehouse on Clark avenue near Beaver street, and transferred all their business to their New York office. Jake Kline, formerly

(Concluded on page 20.)

Constitution Seed and Havana stands for Quality and Workmanship. Remember that.

Established 1895 Telephone Connection

T. L. ADAIR
Manufacturer of
Fine Cigars
Red Lion, Pa.
Special Lines for the Jobbing Trade

SIGNS!

Designers, Printers, and Lithographers of
CLOTH, ROPE FIBER and CARDBOARD SIGNS, AND PAPER POSTERS.

In Weatherproof Colors

We have Something New In FOLDED EDGE SIGNS.

UNION LABEL on Work When Desired
We Furnish QUALITY AND SERVICE

Write for Prices and Samples

THE MASSILLON SIGN & POSTER CO.
MASSILLON, OHIO.

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

John U. Fehr Established 1883 Geo. N. Fehr

J. U. Fehr & Son

Importers and Packers of

Leaf Tobacco

700 Franklin St., 101 to 107 S. 7th St.,

READING, PA.

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia

Long Distance Telephone, Market 3025.

S. Weinberg

121 North Third Street

PHILADELPHIA

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

Tobacco

Cable Address, "Heiland, Lancaster" Telephone Service

JOHN F. HEILAND & CO.

COMMISSION MERCHANTS AND DEALERS

Leaf Tobacco

Eastern Agents MaGee Tobacco Case

Representing

George H. Rumrill, Janesville, Wis.;
The Miami Valley Leaf Tobacco Co., Dayton, O.;
The Krohn Tobacco Co., Windsor, Ct.;
Downard & Koking, Cincinnati, O.;
F. W. Dohrmann & Son, Cincinnati, O.;
Meiskey & Heiland, Lititz, Pa.

48 E. Chestnut Street

P. O. Box 178

LANCASTER, PA.

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VELENCHIK BROS.

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R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.

Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

RAINS IN CUBA BRIGHTEN NEW CROP PROSPECT.

But Present Tobacco Market in Havana is Very Dull. Wanted: Some Pushing American Buyers.

(Special Correspondence of The Tobacco World.)

Havana, Cuba, March 4, 1907.

The market during the past week has again been exceedingly dull, and, as no new buyers of any importance have arrived, it ought not to surprise anybody that there is no life at present. If the present stocks of Remedios should remain unsold it may be a blessing in disguise, as it would surely influence the packers during the coming season to abstain from paying ridiculously high prices to the farmers for their bundled tobacco.

There may be a difference of opinion whether the present holdings will be needed by the cigar manufacturers of the North, or whether the later can do without them. In any event, I think, if a few large buyers from the United States should come here that they would be able to make some satisfactory terms with our dealers, as the latter evidently would be willing to make some sacrifices in order to utilize the money received from sales to invest in the new crop.

The latest reports from the Vuelta Abajo as well as the Partido section speak in very glowing terms about the crop which is still growing in the fields, as sufficient rain has fallen in most localities to benefit the plants. Under these circumstances unless something unforeseen should occur, it might be stated that the number of bales which the 1907 crop will produce will be quite up to the normal standard. As some showers have also fallen in the Santa Clara province, prospects there are also somewhat better; still it is difficult to say yet what the final outcome in quantity may be. The quality, owing to the prolonged drought, may be exceedingly heavy, and the leaf in all probability will be very small, although sound, as it seems that there has been no plague of insects or worms in any of the districts of the island of Cuba where tobacco is grown.

Sales

this week have been so insignificant, excepting from second hands to some of our local dealers, that I prefer not to quote any number of bales this time.

Buyers Come and Go.

Arrivals:—H. Moyer, of G. S. Nicholas, New York; Charles C. Hoffman, of George Hoffman & Co., and Herman Tepper, of Tepper Bros., Chicago.

Departures:—Godfrey S. Mahn, for Philadelphia; Alfredo Meyer, for Hamburg.

Havana Cigar Manufacturers

The independent cigar manufacturers continue to be busy, while the trust has been entirely shut up for the past week, owing to the srtike of its cigar makers. This refers not alone to the factories here in Havana, but also to those operated in the country. It is stated that the strikers do not wish their brethren in the independent factories to follow suit; on the contrary they expect that the latter shall support them while they are not working. If the strikers should gain their point, then the tables might be turned and all the workers in the independent factories would follow the example of the others. However, it does not seem likely that the cigarmakers will gain their point, as their claims are preposterous.

H. Upmann & Co, Partagas, Por Larranaga, Sol, Ramon Allones, and Eden are working to their full capacity, and have no lack of orders.

Notes of Interest.

William Bird, who used to be the third vice president of the old Ward Line, which has lately been purchased by Charles Morse, is now going to be the vice president of the new consolidated steamship lines. He was in town last week, visiting the shippers and his old friends, and promised them he would look out for their interests, and that the present rates on leaf tobacco should not be changed, that is to say they would not be any higher, but that the owner and directors of the company might lower the rates later on, provided they could, through a saving in expenses, obtain the same net results as heretofore. Mr. Morse was also enchanted with Havana, and has an idea of building a really first-class up-to-date American hotel to correspond to the increased demand for traveling facilities. It is also said that he is going to build a wharf where the steamers could land their passengers and discharge as well as load their cargoes right on the dock, and thus do away with the tedious lighterage system.

The firm of Lewis Sylveter & Son has been changed to Sylvester & Stern, the members of which are Allie Sylvester and Maximo Stern.

Candido Obeso, of the firm of Perez & Obeso, has returned to Havana after a month's stay in the Vuelto Abajo, and reports the condition as very satisfactory particularly in the lowland section, where the finest tobacco is usually grown.

Angel del Valle, of the firm of Jorge y P. Castaneda, left on the 3d inst. for an extended trip to the Vuelta Abajo.

Sobrs. de Antero Gonzalez, Muniz Hnos. & Co., Rz. Bautista & Co., Jose F. Rocha, in fact all of our important dealers and packers, have their different buyers out in the country, taking notes where the best tobacco is grown, and are thus preparing for the coming campaign.

The elections in the German Club, (well known to every tobacco buyer who comes to Havana), resulted in the unanimous choice for president of Henrich Runken, head of the famous house of H. Upmann & Co., and Herman Ostertag, of the firm of F. Rodriguez & Co., as secretary. J. F. Berndes who held the presidency for the last twenty years, and who refused to serve again, was unanimously elected honorary president.

Receipts From the Country

	Week ending March 2 Bales	Since Jan. 1 Bales
Vuelta Abajo	32	702
Partido	2	141
Matanzas	11	108
Remedios & S. Clara	28	4,552
Santiago de Cuba	248	1,098
Total	321	6,601

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"	"	"	SANCTI SPIRITUS

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Habana

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The Oldest Brand

The Best Cigars

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FIGURAS 39-41, Cable: "Cuetara" **HAVANA, CUBA**

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Dealers in Leaf Tobacco

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Cable Address: "JOSECAYRO" — Correspondence Solicited in English

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VONEIFF Y VIDAL CRUZ

PACKERS and EXPORTERS of **LEAF TOBACCO**

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Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128 Cable: "JOMAGARCIA" **HABANA, CUBA**

BOSTON TRADE IMPROVING.

But Dealers Would Willingly Hasten Advent of Spring Weather.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., March 11.

Trade is improving nicely, although many complain business is slow. Still the average retailer is contented and Saturday's business with all was good and no doubt pulled many out of the hole. We had the usual weekly snow storms this week, and not until they disappear entirely will every retailer be satisfied.

The large local manufacturers are finding trade quiet and many cigarmakers have been laid off in consequence.

Our retailers are more than ever giving their show windows the proper attention, and I notice that many are now trimming their windows weekly, who formerly used to wait for some new brand of tobacco or cigarettes to be placed on the market and then they would let the advertisers dress their windows.

The Goodwin Sisters, on Scollay Square, are meeting with much success with Gans Bros.' William the Fourth clear Havana cigars.

Fred Ware, of the Ware--Kramer Tobacco Co., Norfolk, Va., makers of the White Rolls cigarettes, is expected in town next week. The White Rolls are getting to be well known in this market; the manufacturers are up-to-date advertisers and never stop at the expense. During the past week their "Wax Man," H. E. Labreque, was exhibited in the show window of Klein's pharmacy, corner Tremont and Boyleston streets, and he attracted such attention from passersby that it required special officers in front of the store to keep the passage way clear. Gene Brown, the genial manager of the cigar department of Klein's, is always looking for some good attraction to boom the firm's cigar business, and as Klein's pharmacy is located at a busy corner, every large concern looking for a good ad. usually makes a play to get in there. During the past week over 8,000 White Rolls cigarettes were sold over Klein's cigar counter, and that is certainly going some for a new cigarette in this market.

George Lear, Jr., the able representative of the Ware-Kramer Tobacco Co. here, is a hustler, and has an able crew of workers under him, and I expect to see some lively times before long when the trust realizes they have a competitor in this market, which was always considered a stronghold for the many products of the American Tobacco Co.

J. Kroog, representing Wm. Demuth & Co., the pipe concern, is going the rounds. The Auto and Polo pipes are great sellers here.

Ralph M. Gans, of Gans Bros., New York, is expected here on or about the 18th.

Beiringer Bros. Co. are now offering their customers a new brand of Porto Rican cigars, Kiora, in many sizes, the product of the Cayey-Caguas Co., New York and Porto Rico.

Woodward's pharmacy, on Tremont street, had a window display this week of the Flor de Franklin 5 cent cigar, and on Wednesday and Saturday a handsome package of playing cards was given to every purchaser of a quarter's worth, and many thousands of these cigars were sold in this way.

Mr. Jones has sold his interest in the cigar stand he operated in the Chamber of Commerce Building.

Van Buskirk & Bruce inform me that they are oversold on Van's Smoker, out they expect a large shipment this week, and will then be able to fill their orders.

Myer Yeretsky reports a good trade on the La Integridad cigars.

Charlie Ellis is plugging the Smokecraft cigar for all he is worth. The package is certainly a winner, and the new cigar bands used, representing all the Presidents of the United States, are quite a drawing card to the collectors of artistic cigar bands.

Estabrook & Eaton are having a good sale on the Khedivial Co.'s Oxford cigarette.

Herman W. A. Raasch has purchased his partner's interest in the manufacturing and retail cigar business of the Crimson Cigar Co., on Columbus avenue, and will continue the business under the old firm name.

Levenson Bros., manufacturers of the popular Boston Smoker, are exceptionally busy and are behind in filling orders.

The Cigar and Tobacco League are still holding their usual weekly bowling contests. During the past week the McGreenery & Manning team played the Lynn Poets, and the former were the victors according to the following score:

M. & M.	1	2	3	Totals
C'y'rse	97	91	89	277
McM'kn	80	88	91	259
Murphy	81	107	84	272
Ruth	98	89	104	291
McG'ry	88	119	89	305
Totals	444	494	466	1404

Lynn Poets.	1	2	3	Totals
Ham'ds	71	87	74	232
Riley	73	86	75	234
Conley	96	112	92	300
Cor'ck	115	85	108	308
Cleary	93	102	88	283
Totals	448	472	437	1357

Advance post cards have been received from Leo Hirschel, of the firm of Hirschel & Bendheim, St. Louis, Mo., stating he will be here on or about March 29. This concern manufactures the Sweetheart and Old Glory corn cob pipes.

J. Pearlstein, New England manager of the little cigar department of the American Cigar Co., is passing a few days this week in Providence, R. I. Floradora, the 3 for 5 cent package, has increased wonderfully in this market during the past six months.

J. L. Dubreuil, formerly Eastern representative of the R. A. Patterson Tobacco Co., has resigned his position and accepted one with the Khedivial Co., of New York, which concern he will in the future represent in Western Massachusetts, Connecticut and Rhode Island. Mr Dubreuil has many friends here who wish him much success in his new undertaking.

The opening of the Norma Cigar Co., at 2 and 4 Federal street, took place Friday, and handsome ash tray souvenirs were given to all purchasers. There was a constant stream of customers going in and out the store all day, and it took six assistants to attend to the wants of the patrons. The artistic display of meerschaum and briar pipes in the window is worthy of mention. Among the designs was a reproduction of the famous painting of Nymphs and Satyrs, by the great artist, Rigl. A large briar pipe inlaid artistically with silver, which will soon find its way to the Jamestown Exposition, attracted much attention.

Rutherford Clear Havana Cigars are sold by successful dealers. There is a Reason.

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Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

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Packers and Dealers in Leaf Tobacco

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P. O. Box, 595. Cable: "CALDA."

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PHILADELPHIA, MARCH 13, 1907.

A FARMER'S PROSPERITY.

No more thorough exemplification of the prosperity of a good tobacco farmer can be easily shown than a recent incident which occurred in the vicinity of Middletown, O., where a certain farmer had delivered his crop of tobacco which netted him just $1,280, and upon getting the cash he said he was going to lift a mortgage on his farm that had been running since 1860.

The principal sum was $800, and during all those years there had to be paid annually, in interest, $56, which in the length of time it has run, amounted to more than three times the original loan. Just think of it, a mortgage on a farm for $800 for forty-seven years, and yet it was paid off with one year's crop of tobacco, and even then, with one year's interest included the farmer had over $400 left.

The question of raising prices on cigars is now spreading all over Europe like an epidemic. Even in the cheapest cigar producing country of the Eastern Hemisphere, the cigar manufacturers have advanced the price of cigars $2 per thousand, and more. The causes for these advances are said to be owing to conditions somewhat similar to those in the United States, viz., advanced cost of labor, raw material, boxes, labels, etc.

Consul General Hoffman Philip, of Tangier, reports that American leaf tobacco is used in Morocco to a certain extent, a cheap grade of European and Algerian growth being more extensively employed. A quantity of Virginia tobacco, called "Picadura" and "Chop cut," is now imported, a cheap grade, which ranges in price from $8 to $10 per 220 pounds. American tobacco is imported indirectly through European firms.

PHILADELPHIA LEAF MEN MEET

The annual meeting of the Philadelphia Leaf Tobacco Board of Trade was held on Tuesday afternoon, at the Harris Club, with a fair average attendance.

Aside from an election of officers and a board of directors to serve during the ensuing year, the most important matter brought up was the project of a new and additional bonded warehouse for Philadelphia, and in which a considerable interest is now taken.

The matter of credits was brought up, and it brought out some animated discussion. It was finally decided that a committee should be appointed to formulate plans and inaugurate a credit clearing house system.

Delegates to attend the convention of the National Cigar Leaf Tobacco Association, which will be held in New York on May 6, and 7, were also to have been appointed, but in the absence of President Morris Rosenberg, it was decided that the matter be carried over a few days, to enable him to make the appointments upon his return.

All the former officers were re-elected, and they are as follows: President, Morris Rosenberg; Vice President, Geo. W. Bremer: Secretary J. S. Batroff; Treasurer, W. H. Dohan.

The following board of directors was elected for the ensuing year:—Harry W. Bremer, Harry Hirschberg, Geo. Burghard, L. G. Haeussermann and S. Weinberg.

The committee to urge the project of a new bonded warehouse is as follows:—Geo. Burghard, E. A. Calves, J. S. Batroff, Leopold Loeb and Felix Eckerson.

The committee on a credit clearing house consists of:—Harry W. Bremer, E. A. Calves, John R. Young and Felix Eckerson.

Philadelphia Tobacco Trade

This week started out most dismally for trade with the retailers. The heavy snowfall of Sunday seriously impeded traffic of all kinds, and the streets are likely to remain in a horribly bad condition throughout the greater part of the week. Although no prolonged cold spell is anticipated, and the snow is likely to melt rapidly, with it will come an overabundance of slush, which is not at all conducive to shopping. Business was showing a good improvement during last week, and dealers generally were just beginning to take consolation in the thought that spring and the open door season was approaching. In their preparation for that event, jobbers, too, were beginning to feel the good effect as sales were gradually growing larger and larger. From the way in which retail dealers have been buying goods since the new year began, it was evident that retail stocks were pretty well exhausted, and would soon have to be materially replenished if their holders hoped to make any effective show at all with the approach of spring business.

Manufacturers scored heavily in the February innings, and the output during the month for the First District of Pennsylvania shows it. The sale of stamps for that month indicated an output of 51,085,700 cigars, which as compared with 48,750,300 for February a year ago, shows an increase of 2,500,000, and it was the heaviest February in many years.

Figures of all the products of tobacco for February are as follows:—

Cigars at $3 per M.		51,085,700
Little cigars at $3 per M.		13,000
All tobacco cigarettes at 54c		1,107,700
Cigarettes at $1.08		6,156,000
Cigarettes at 54c		694,500
Tobacco at 6c	(lbs.)	88,417
Snuff at 6c	"	840,160

A charter was granted at Dover, Del., to the Sarkees Tobacco Co., of this city, manufacturers of cigarettes, with a capital of $25,000, to raise and sell tobacco and to prepare same for market, and engage in the manufacture of cigars. M. B. Sarkees was for several years located on Sixth street near Race, where he conducted a small factory for the manufacture of Turkish cigarettes. He subsequently removed to West Philadelphia, where he is at present located.

A final decree has not yet been entered in the case of the Juan F. Portuondo Cigar Manufacturing Co. vs. Vicente Portuondo Cigar Manufacturing Co., because the defendant company, within the time allowed for entering an appeal, filed their exceptions to the opinion of the Court, and the matter may come up for argument some time this week. The ultimate adjustment of the matter is awaited with deep interest by not only those directly concerned, but by numerous members of the trade, as a matter of general interest.

Mr. Sterner, of E. Y. Sterner's Sons, manufacturers and retailers at 20 North Twelfth street, has been confined to his home for several weeks with a mild attack of typhoid fever, but is now said to be convalescing, and it is hoped he will soon again be about as usual.

John Steigerwald, of the John Steigerwald Co., cigar manufacturers in Tioga, has been quite sick, but is said to be now on a fair road to recovery.

H. C. Nicely, manager of the H. F. Hart & Co. store at Twelfth and Walnut streets, has fully recovered from a recent trolley accident, in which his little daughter was also somewhat injured.

Jack Fowler, with the United States Tobacco Co., of Richmond, Va., is still away in the West, where he has been traveling since shortly after the new year. He had gone as far as the Pacific Coast, but is now working his way Eastward.

Theobald & Oppenheimer Co. figured conspicuously at the first inscription of Sumatra, held at Amsterdam on Friday last, when they secured considerable quantities. John N. Kolb, the general superintendent of the company's factories, is now on the Deutschland and will attend several of the inscriptions.

Arthur Loeb, with Leopold Loeb & Co., sailed last week for Holland, and will attend the remainder of the spring inscriptions, in the interest of his father.

H. C. Gresh, of W. K. Gresh & Sons, Norristown, Pa., who accompanied John N. Kolb, of the Theobald & Oppenheimer Co., to Amsterdam, takes a portion of the purchases made at the first inscription.

J. Greenewald, with G. Falk & Bro., of New York, has recovered from a recent illness and has started on a trip through the State.

A. Pareira, of D. Pareira & Co., has been on the road for two months visiting his old trade. He is securing some very good orders and finds his stock of leaf diminishing at a pretty rapid rate.

Samuel Grabosky, of the Empire Leaf Tobacco Co., announces quite a contrast between the business done in January and February, which were exceptionally busy months with them, and the way March is running.

Harry W. Bremer, of Lewis Bremer's Sons, in company with Lewis Bremer of H. C. Nolan & Co., and a party of friends spent several weeks at Florida resorts. They have had so thoroughly enjoyable a time that they have decided to prolong their stay for at least a couple of weeks.

Carl L. Haeussermann is this week covering Reading and vicinity in the interest of L. G. Haeussermann & Sons. He had been out but a very short time when orders began to come in from him, and that is now a daily occurrence.

S. Velenchik, of Velenchik Bros., met with a painful accident recently by spraining his ankle on an icy pavement, and as a result he was confined to his home for several days.

Adolph Loeb, of K. Strauss & Co., arrived safely in Amsterdam, but made no purchases at the first inscription. Horace C. McComas, also with this house, is riding in Connecticut this week looking over the leaf markets there.

Charles Hipple, of Hipple Bros. & Co., started on Monday for a week's visit in Lancaster and vicinity, from which point some good reports came in. Warren P. Gotwals, of this firm, is this week covering New Jersey.

Wm. Neuburg, with Joseph Hirsch & Son, Joe Strauss, with Rothschild & Bro., both of New York, and E. L. Nissly, of E. L. Nissly & Co., packers of leaf tobacco at Florin, Pa., were visitors here this week.

PHILADELPHIA LEAF MARKET

General dullness characterized the local leaf market during the past week. An exception was noted by only a few houses. It is regarded, however, as a counter action of the rather active period of January and February, during which rather an exceptionally large volume of business was done. Despite these conditions prices have remained uniformly high. Collections are somewhat tardy, and consolation is taken only in the fact that manufacturers are continuing to be busy.

Sumatra transactions do not seem to have been materially affected by the results of the first inscription, and

(Continued on page 16)

WARNING!

In the Circuit Court of the United States for the Eastern District of Pennsylvania

A Permanent Injunction

was granted to the EXECUTORS of the ESTATE of ISADORE LIBERMAN, deceased, and against WILLIAM F. RUWELL and BENJAMIN WILLIAMS, trading as the

Penn Cigar Machine Company,

restraining said parties from manufacturing or offering for sale any Cigar Rolling Tables, Wrapper Cutters or Pressure Rolls upon which patents are held by the above named Executors.

Legal process will be taken against all Infringers and Users of Machines Infringing upon these Patents.

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814 Winter Street
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NES. CORNER KUIPERSTEEG AMSTERDAM.
TELEPHONE, "377 JOHN."
2 Burling Slip, NEW YORK.

J. BERNHEIM & SON
HAVANA TOBACCO
NEW YORK.
HAVANA, CUBA.

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227 Amsterdam, Holland.
OFFICE: 183 Water St.
Cable Address: "HERE." NEW YORK

TOBACCO NEWS OF GREATER NEW YORK

New York Bureau of The Tobacco World

New York, March 12.

The first of the spring inscriptions of Sumatra tobacco was held at Amsterdam on Friday last, when about 3,500 bales, out of 15,000 offered, were bought by American importers. The general description of the nature of the new crop cabled last week to "The Tobacco World" has since been verified by cable messages received by various importers. The tobacco seems to be thoroughly ripe and has, therefore, if not extremely light, good medium to light colors. But the leaf is said to be somewhat narrow, with natural holes and shows some tenderness, especially in the greenish cast undermarks. Tender tobacco is an uncertain quality at its best, and if high priced besides, it will cost manufacturers all the more per thousand cigars. According to cables received $2 per pound was paid for good running first sizes, and from $1.40 to $1.75 for good running seconds.

H. Duys & Co., the enterprising Sumatra house, bought nearly 200 bales J. H. Deli out of hand, i. e., before the inscription, and will be the first house in this country to be able to show new Sumatra.

Rothschild & Bro. were the largest individual buyers, and secured nearly 800 bales. Their purchases include some of the most desirable undermarks obtainable.

S. Rieis & Son, who purchased last year the Deli My | A, have again secured several hundred bales of that parcel.

Other large buyers at this inscription were the Theobald & Oppenheimer Co., of Philadelphia, W. K. Gresh & Sons, Norristown, Pa., and the Eisenberg Sumatra Co., of New York. It is a noteworthy fact that some of the largest importers in this country bought very little.

In the New York city districts the cigar output for February shows a very good increase during the month, over the corresponding period of a year ago. The Third District, which is the largest producing district in the city, had an output during last month of 55,650,000 cigars.

A. B. Bogart, of Bogart & Heydon manufacturers of the Shakespeare cigar, in Franklin street, has returned from Cuba where he spent a short period on business and pleasure combined.

Jacob Stahl & Co. purchased last week several hundred bales of choice Remedios, which they will use in the manufacture of the Hotel Brunswick cigars.

S. Ashner, the old time Front street leaf importer and packer, is said to be contemplating retirement from the tobacco business, and intends devoting his entire time to a real estate business. Mr. Ashner has been more than usually successful in his real estate investments in this city and Brooklyn.

Louis Hirsch, of Jos. Hirsch & Son, left for Europe on the Kaiser Wilhelm II, while Messrs. Gustav and Edgar Pretzfeld will leave on March 16, on the Deutschland.

The American Cigar Co., American Snuff Co. and Havana Tobacco Co., all subsidiary concerns of the American Tobacco Co., held their annual meetings last week at the headquarters in Jersey City and have issued a statement of earnings for the year ending December 31, 1906, as follows:—

American Cigar Company.

Net earnings after all expenses and charges	$2,232,379
Amount not necessary to be retained	350,000
Total	$2,582,379
Preferred dividend	600,000
Surplus	$1,982,379
Previous surplus	4,145,298
Total surplus	$6,127,677
Set aside for depreciation of securities	750,000
Surplus Dec. 31, 1906	$5,377,677

American Snuff Company.

	1906.	Increase over 1905.
Net earnings	$2,781,867	$148,337
Divis. pfd. stock (6 per cent.)	720,000	
Balance	$2,061,867	$148,337
Divis. com. stock (10 per cent.)	1,100,170	
Surplus	$961,697	$148,337
Prev. surplus	2,553,862	813,069
Total surplus	$3,515,559	$961,697
Add working capital reserve	698,273	
P. & L. surplus	$4,213,832	$961,697

Assets.

	1906.	1905.
Real estate	$13,581,284	$13,994,366
Supplies, etc.	3,839,186	3,084,539
Stocks in other companies	9,595,040	8,365,732
Cash	768,159	700,538
Bills and accounts receivable	1,675 607	1,997,911
Total	$29,459,276	$28,173,704

Liabilities.

Preferred stock	$12,000,000	$12,000,000
Common stock	11,001,700	11,001,700
Pfd. div. pay. January	180,000	180,000
Reserve for common dividend	275,043	275,043
Bills and accounts payable	818,503	520,616
Reserve fund	970,199	944,211
P. & L. surplus	4,213,832	3,252,135
Total	$29,459,276	$28,173,704

W. D. Franklin, J. S. Jais and W. F. Gilmour were elected to the Board of Directors of the American Cigar Co. the other directors being re-elected.

The old Board of Directors were re-elected by the American Snuff Co.

The report of the Havana Tobacco Company shows a deficit of $246,006.

Suits have been brought by various creditors of Luther M. Case, the Winsted, Conn., bankrupt, against Kotinsky, Adler & Co., and Starr Bros., of this city, alleging that they were practically in partnership with Case in the handling of certain tobacco bought from them by Case, and they now seek to recover from the New York firms on those grounds. The New York houses, however, declare that no partnership existed, but that the arrangement was merely an agreement by which Case was to buy tobacco for them.

Sigmund Levy, of S. Levy & Co., the Ninety-ninth street cigar manufacturers, has been indisposed during the past few days. Eugene, his son, has his hands full to look after the shipments of Humboldt cigars, one of their leading products, and which seems to be constantly gaining in popularity.

A very pleasant hour was spent this week at the factory of B. Feifer & Co., in Seventy-sixth street. Mr. Feifer who is always most genial, showed me through his entire plant and its menagerie. In addition to a thoroughbred trotter, which has accommodations in a thoroughly up-to-date box stall, Mr. Feifer also keeps bull dogs, and a fine breed of Brahma chickens in a certain part of the building. These delectable chickens enable him to eat his noon-day meals at the factory by making his own omelette from strictly fresh eggs.

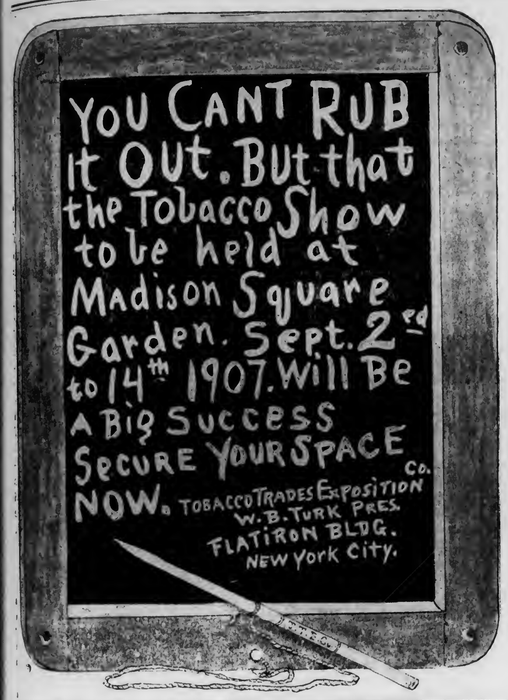
Meyer Plotz, superintendent at the Newburgh, N. Y., cigar factory of A. G. Kauffman & Co., has recently resigned the position, and was succeeded by Adoph Goodman, who is now rehabilitating the factory with old hands who had gone on strike and had since secured employment at Kingston. They are said to be steadily returning to Newburgh.

Snap Sales is the caption of a highly artistic circular recently mailed by Louis P. Sutter & Bros. to thousands of manufacturers and others. In it are offered special lots and prices but the offerings are made for March and April only. It is the initial copy of a series of "Snap Sales" which has been planned by the house, and which they are now proceeding to carry out effectively.

Dale S. Hill.

Constitution Seed and Havana Cigars
Made in the good old way.
EL DRACO CIGAR MFG. CO., Philada.

HUNTER BEST FOR A NICKEL
is all to the front; made by
EL DRACO CIGAR MFG. CO., Philada.



NEW SCRAP CO. IN CINCINNATI.

Union Maid Tobacco Co., with $100,000 Capital, Will be Located There.

Cincinnati, O., March 11.

Ever since the retirement from active business of J. H. Braman, which occurred shortly after the merger of the Queen City Tobacco Co. with the Day & Night Tobacco Co., in the first named of which he was formerly treasurer, Mr. Braman has been quite reticent concerning his proposed future movements, but it did not come as a complete surprise when it was announced last week that Mr. Braman was the chief promoter of a new scrap tobacco manufacturing company, which will be located in this city.

The new company will be known as the Union Maid Tobacco Co., the capital stock of which is said to be $100,000, divided into 1,000 shares of $100 each, and $50,000 to be in preferred stock. With each two shares of preferred stock is to be given one share of common stock.

In addition to a number of prominent men of Cincinnati and neighboring places, there is also associated with Mr. Braman Fred Seibert, of Columbus, O., who was formerly a general traveling representative of the Queen City Co., and who is thoroughly familiar with the jobbing trade throughout the country.

This new factory will employ only union tobacco workers, and permission to use the union label has already been obtained.

Some novel methods of marketing a new product may be looked for, and premiums may also be resorted to.

Union Maid will be put up in whatever size of package is most demanded by the trade.

(Concluded on page 18)

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
and
Growers of Georgia Sumatra
142 Water Street, New York

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA.
Calixto Lopez & Co.
180 Water St., New York
Will receive and attend to orders.
Cigars made strictly of the very best
VUELTA ABAJO TOBACCO

Established 1840. Cable "Nargil."
Hinsdale Smith & Co.
Importers of Sumatra & Havana and Packers of Connecticut Leaf **Tobacco**
125 Maiden Lane, NEW YORK.
EDMUND H. SMITH
ENOS SMITH

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF **Tobacco**
185 Water St., New York

Cigar Moisture and Moisture Proof Boxes and Cabinets
BUBECK & GUERIN

Office, Factory and Sample Room
115 to 121 East Thirteenth St. New York
Write for Illustrated Catalogue.

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

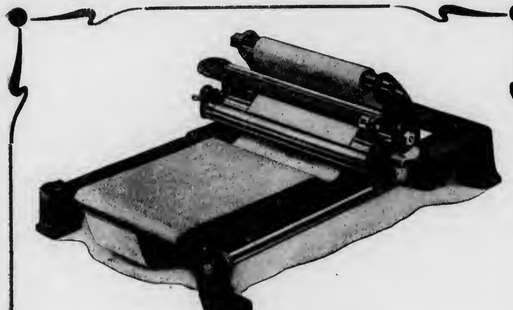
JOHN W. MERRIAM & CO.
"At the Sign of the Bull Dog," New York
Real Habana Segar Makers and Importers
Habana Scraps and Cuttings for Sale

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

1903-4-5 Zimmer Spanish, 1905 Gebhardt, 1905 Dutch, 1905 Connecticut, etc.



SIZE, 16 BY 10 INCHES···WEIGHT, 18 POUNDS

HOW TO REDUCE EXPENSES

is the foremost thought with all manufacturers just at this time

The solution can be found in our **Bunching Device**, and this can be proven to your entire satisfaction if you will call at our offices and see it "at work."

A most cordial invitation is extended. Every opportunity given for close inspection, and such tests as you may care to make; or full information furnished upon request. Agents wanted throughout the United States

The Perfect Bunching Machine Co.

No. 132 South Sixth Street

PHILADELPHIA

Wisdom on the Label
Wisdom in the Cigar

A 5c. Smoke that is so Good It is Bound to Repeat

Ohmit & Kraft

East Prospect Pa.

Cigars of Quality Sell and Repeat.

Try

THE DOCTOR

5c. Cigar

WALTER S. BARE, Lititz, Penna.

Maker of High Grade Cigars Exclusively.

PHILADELPHIA LEAF MARKET.

(Concluded from page 12)

small lot sales are still the order of the day.

The Havana market is also in a comatose state. Transactions have been small and prices remain unchanged.

MILWAUKEE TRADE HOPEFUL.

Notes of Improvements Made. U. C. S. Co. Meets Small Encouragement.

Milwaukee, Wis., March 11.

A round among the local cigar stores and manufacturers reveals a condition of comparative quiet, as is usually to be expected for a considerable period after the winter holidays. The situation is beginning to show signs of improvement, however, and the future looks bright with promise of better things.

The United Cigar Stores Co. continue to operate their two stores here along their established lines, using all methods of attraction to lure the smoker into their establishments. Apparently, Milwaukee offers but little encouragement to the United stores, for, despite their early plans, the progress of the "chain" has been nil.

At Kindling's, one of the pioneer shops in the city, business is reported to be in good shape and all hands are busy. They manufacture the Alcazar brand in various grades. About forty men find employment here all the time.

Wm. P. Mueller, who operates a retail store in connection with his shop at 442 National avenue, reports a period of quiet in the trade just at present, but looks for the situation to pick up very shortly. His brands are Queen and Mark Anthony, in ten cent goods, and Salesman, a good selling nickel cigar. He also carries a line of other popular brands. Mr. Mueller is in the market for a good second-hand damp scrap cutting machine.

A. E. Vierheilig, who operates a shop at 574 and 576 Potter avenue, reports being quite busy, though he has been handicapped somewhat by the fact that he has been doing jury service. Mr. Vierheilig has developed an excellent trade for his goods, and last fall was compelled to considerably alter and enlarge his shop to accommodate his increasing business. His principal brands are Clara, a ten cent article, and Selected Gems, a five cent smoke, and both are popular.

Business is reported as being moderate at the store of H. Platz, 278 Third street, but it was stated that some improvement was soon to be expected. Mr. Platz, in addition to handling an extensive line of cigars, also carries a complete line of tobacco and pipes of all descriptions.

McGuire Bros. enjoy an enviable trade at their down-tonw store in the Loan & Trust Building, where they handle a large and varied ilne of Eastern as well as Western goods. They report, however, that they are contemplating cutting down their line of Eastern made cigars and enlarging upon their line of local goods, as they say they find quite a demand for goods of local popularity. The McGuires also conduct a store at the corner of Green and Walker streets, on the South Side.

Prominent Republican politicians have caused the announcement of Harry F. Jones, junior member of the firm of C. Jones & Co., tobacco jobbers at Janesville, as a candidate for alderman. Should he be successful in securing the election, which seems probable, he will be the youngest alderman in the State, as he is but 21 years of age.

H. A. Schwartzburg, cigar box manufacturer, will build an addition to his present plant at North avenue and Sixth street. A 75 h.p. Corliss engine and an 80 h.p. boiler will be installed.

MORE NIGHT RAIDS IN KENTUCKY.

Evansville, Ind., March 9.

Another incident in the Western Kentucky tobacco war is reported from Otter Pond, where a band of men broke into two cars on a siding and ruined tobacco consigned to the American Snuff Company plant at Hopkinsville, Ky. Fifteen masked men were seen riding south of here, and it is thought they are the ones who did the work, which was not revealed until next day.

The two cars of tobacco had been loaded by George Martin and his tenants, and were ready to be taken to Hopkinsville. Altogether some sixteen hogsheads of fine weed were rolled out, the hoops broken and the tobacco scattered about and trampled until practically worthless.

There is some question here as to whether the railroad or the consignors will have to stand the loss, and there is a possibility of litigation on this point. It is reported that the railroad company had issued bills of lading, and if this is true, the loss will fall on it. The doors of the cars being officially sealed, the crime is made much greater. There have been several cases within the last few weeks in which tobacco not pledged to the growers' organization has been destroyed by night riders, and when Circuit Court convenes here, Judge Gordon is expected to deliver a hot charge on the subject.

TOBACCO IN MANITOBA.

Consul S. H. Shank, of Winnipeg, furnishes the following report on the tobacco trade of that port of Canada:

During the fiscal year ended June 30, 1906, there were shipped into this district 183,879½ pounds of raw leaf tobacco, including stems, scraps and cuttings. I have no means of ascertaining the amount of manufactured tobacco shipped into this district, as statistics are not kept by the Customs Department at this port. The local manufacturers supply about one-third of the manufactured tobacco used in this district. There is little raw leaf imported from the United States, the majority of it coming from Cuba. About the only American tobacco imported is that used for binders on cigars, the filler and wrapper being Habana. Recently the high prices for Habana filler has led some of the manufacturers to use some American filler, but this is exceptional.

There is no customs duty on unmanufactured tobacco, but there is an excise duty of 10 cents per pound on raw leaf tobacco, and also an excise duty of from 18 to 25 cents per pound on snuff. The duty on cigars and cigarettes, the weight of cigars including bands and ribbons, and the weight of cigarettes including paper covering, is $3 per pound and 25 per cent ad valorem. The duty on cut tobacco is 55 cents per pound, and on manufactured tobacco and snuff 50 cents per pound. There are twelve licensed cigar factories in this district and one snuff factory.

HUNTER—A Nickel Cigar

Has won many races for dealers. Try it.

CIGAR RIBBONS.

Largest Assortment of **Plain and Fancy Ribbons.**

Write for Sample Card and Price List to Department V

Manufacturers of

Bindings, Galloons, Taffetas, Satin and Gros Grain.

Wm. Wicke Ribbon Co.

36 East Twenty-second Street, NEW YORK.

TRADE NOTES.

—John Matia has opened a wholesale cigar store at Monroe, Wis. Mr. Matia has been a cigar salesman for a number of years.

—Dodds & Mays, of Miamisburg, O., leaf packers, have secured a new warehouse, 260x42 feet, containing modern improvements of all kinds.

—C. J. Mills, formerly a depot baggage master of the C., M. & St. P. Ry., has purchasd from M. W. Barron, a cigar factory at Beloit, Wis.

—The W. H. Heegard Cigar Co. factory, on State street, Chicago, was slightly scorched by fire from an unknown cause some days ago, causing a loss of about $500.

—The wholesale grocery and cigar distributing house of J. C. Orrick & Son Co., of Cumberland, Md., narrowly escaped destruction by fire recently, when adjoining properties were completely destroyed, entailing a loss of $100,000.

—The cigar factory of ex-Sheriff John Stiles, at Menominee, Mich., narrowly escaped destruction by fire a few days ago. The blaze started in a shed in the rear from live coals thrown there by some person in an adjoining building. The prompt action of the fire department prevented any serious loss. The damage to the building and stock amounts to about $600.

—Amended articles of incorporation of the Standard Cigar Company, of Carlisle, Ky., were filed in the County Court last week. The Standard Cigar Company will move to Lexington, Ky., and be ready for business in their new location March 11 but the exact place of business selected is not given out. L. D Young, James L. Donnell, J. B. Bunav and D. N. Peeble signed the articles.

Marcus Jaskulek — Morris Jaskulek — Robert Jaskulek

M. JASKULEK & SONS

Packers and Dealers in

Leaf Tobacco

814 and 816 East Third Street

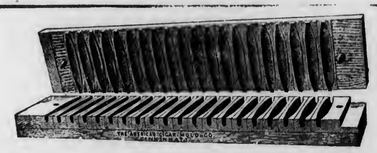
DAYTON, OHIO

Joe Endress, Jr. — A. C. Kercher

Pioneer Leaf Tobacco Co.

Germantown, Ohio

Packers of CIGAR LEAF TOBACCO



High Grade Cigar Molds

in any shape, at lowest prices.

CIGAR MANUFACTURERS' REVENUE BOOKS

25 cents each; postage prepaid, 30 cents.

The American Cigar Mold Co., Cincinnati, O.

W. H. SNYDER & CO.

Windsor, Pa.

Manufacturers of Popular Brands of

Fine and Medium Priced Cigars

Correspondence with Wholesale and Jobbing Trade only invited.

Particulars cheerfully given to responsible inquirers.

Our Leaders Include:

Honeysuckle, Rose Show,
Jumbo, Libby Dear,
Verelda, Charles Fay,
Carisima, Gov. Pattison,
Model American, and Others.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

J. F. REICHARD

Wholesale Dealer in

LEAF TOBACCO

of All Grades

Craley, Penna.

W. W. STEWART & SON

Reading, Pa.

Makers of the

JOHN HAY
LADY HELEN
10c.
JOHN HAY, Jr.
ELI PERKINS
5c.

High Grade Seed and Havana Cigars

Correspondence with Responsible Houses Solicited

L. J. SMITH & CO.

Wholesale
Cigar Manufacturers
and Dealers in Leaf Tobacco

Red Lion, Pa.

With Specially Designed Bands.

and PAN ANNA
5c. Cigars
TWO HAVANAS
Two for Five Cents

Correspondence with Responsible Houses solicited.

Private Brands made to order.

SMITH BROS.

Brokers in Domestic and Imported **LEAF TOBACCO**

No. 17 Charter Street, Dayton, O.

Ohio Goods Our Specialty

OUR CINCINNATI LETTER.

(Concluded from page 13.)

An underwriters' sale of the entire salvage stock of the Haas Bros. Tobacco Co., Dayton, O., was conducted by auction on March 7, under the direction of Ezekiel & Bernheim Co., of Cincinnati. The sale covered 434 cases of leaf tobacco as follows:

194 Cases Tabled and Resweated Gebhardt 1905.
146 Cases Resweated Zimmer Spanish Wrapper B's 1905.
57 Cases Wicsonsin B's and Zimmer Spanish, Cased.
37 Cases Wisconsin Binders 1906.

It was sold by order of the insurance companies, and it is said that 97 per cent. of the tobacco was in perfect condition and free from burn or water damage.

WINDOW DRESSING CONTEST AT THE TOBACCO EXPOSITION.

Window dressing every year is becoming a more important factor in creating a volume of sales for cigar stores. This branch of the business now receives equal attention with every other important point, and a certain sum is set aside by larger houses for window dressing advertising. Expert window dressers are engaged regularly to carry on a window dressing campaign, and the dresser who can originate the most attractive windows is the man whose services are most in demand.

Recognizing the status of window dressing in the tobacco trade, W. B. Turk, president of the Tobacco Exposition Company, has arranged for a window dressing contest at the Tobacco Exposition, next September. A suitable space has been set aside in the Garden for this contest. The contestants will be governed by a uniform set of rules, and the windows will be judged by men of wide experience in advertising lines.

Three prizes will be offered the contestants, while the title of champion window dresser of the cigar and tobacco trade of the United States will be conferred upon the winner of the first prize. In addition to the three principal prizes, certificates of merit will be awarded other contestants who make meritorious displays. This will give every contestant an opportunity to secure a certain amount of prestige as a window dresser such as could be obtained in no other way. It is also presumed that this contest will be given wide publicity in the press of the country, as well as in the trade papers, this being the first contest of similar nature to be held in connection with any exhibit of the tobacco trade.

The rules practically are as follows:

1. The contestant may be any retail cigar dealer, cigar or tobacco jobber, or any person in their employ.

2. Each display must be restricted to goods manufactured by firms, companies or individuals whose goods are represented at the Exposition.

3. Each contestant will be permitted to dress three windows as samples of his skill, and upon which the judges will pass.

The size of temporary show windows for the window dressing contest will be about 7 feet wide by 5 feet deep. Each contestant must furnish all signs, dummies, decorations and materials for dressing his windows.

4. No set pieces built outside will be allowed in the contest. The entire work of trimming the window must be done by the contestant at the Garden.

The retailer will thus have an opportunity to learn something about window dressing methods from experts. The occasion will demonstrate new ideas for making windows and stores attractive, while the materials used will necessarily be of the simplest.

Any one eligible and wishing to enter the contest, should send his name as early as possible to the Tobacco Exposition Co., which will have charge of the contest, and the name will be entered and a time allotted for dressing the window.

SPECIAL NOTICE
(12½ cents per 8-point measured line.)

To Manufacturers of Cigars:

If you have any

Cuttings, Scraps or Siftings

to sell, write us.

We are at all times in the market as Cash Buyers of all these products.

EDWIN L. KOPPELMAN CO.
7-6-1h **81 Pine St., New York.**

New York, March 6, 1907.

NOTICE is hereby given that the firm of Kohlberg Bros. & Ruthenburg has this day been dissolved by mutual consent, by the withdrawal therefrom of Walter J. Ruthenburg.

The business will hereafter be continued by Wm. W. Kohlberg, trading as Wm. W. Kohlberg & Co.

Kohlberg Bros. & Ruthenburg.
William W. Kohlberg.
3-13h Walter J. Ruthenburg.

FOR SALE.—Nice lot of 75 hogsheads; good heavy Kentucky broken leaves and scraps suitable for making smoking tobacco. Also, nice old, well sweated, well-sized cigar fillers and wrappers.
Buckner, Dunkerson & Co.,
7-11tf Louisville, Ky.

WE PURCHASE Cigar Molds—undesirable shapes—such as No. 16,261, No. 8,832, No. 8,569. Write us, stating what you have and the quantity.
Winget Mfg. Co., York, Pa. 12-12tf

WANTED—A line of cheap Pennsylvania goods on a brokerage basis. Address Broker, Box 23, care of The Tobacco World, Phila. 9-4t

TO RENT.—Upper floors for storage purposes. Apply 121 N. 3d St. 9-4t

RUTHERFORD CLEAR HAVANA CIGARS
Are Popular
Because They Please the Consumer.

J. B. MILLEYSACK
Manufacturer of
Fine Havana Hand-Made **CIGARS**
No. 821 Lake Street
LANCASTER, PA.
Correspondence with the Jobbing Trade solicited.

Geo. W. Conway
DALLASTOWN, PA.
Manufacturer of
Nickel & Medium Price
CIGARS
For Wholesale and Jobbing Trade

J. E. SHERTS & CO.
Lancaster, Pa.

Manufacturers of
High-Grade Seed & Havana Cigars
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES.

E. RENNINGER.
Established 1889.
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

The Gilt Edge Cigar Box Factory
J. FRANK BOWMAN

51 Market St.
Lancaster, Pa.
CIGAR BOXES
SHIPPING CASES
LABELS, EDGINGS, RIBBONS
Cigar Manufacturers' SUPPLIES
of All Kinds
Daily Capacity, Five Thousand Boxes

Lithographers and Printers 322-326 E. 23RD ST. NEW YORK
SAMPLES & PRICES FURNISHED UPON APPLICATION
IN STOCK AND TO ORDER
Krueger & Braun CIGAR LABELS and BANDS

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE

Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.

A Card Will Bring More Information and Prices.

Chaskel Chemical Works
265 West Broadway, New York

W. H. RAAB & SONS,
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463 ESTABLISHED 1871.
CAPACITY 75,000 PER DAY
DALLASTOWN, PA.

Move Your Tobacco on

Box Truck

USED BY
Leading
Tobacco Dealers
BUILT AND SOLD BY
The Wm. F. Kramer Co.
DAYTON, OHIO

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphi Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 50 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street, L. S. SCHOENFELD, Mgr.

WHY IS IT

that we sell more HAVANARINE every year? It must be a good thing for the cigar manufacturer and a good thing for the smoker. Why is it that you have not adopted this kasing fluid in your factory?

Stop and think for a moment: "Is it a good thing for me to make my cigars taste better?

Write us about it.

Tobacco Improvement Co.
504 Ninth Street, N. W.,
Washington, D. C.

O. L. SCHWENCKE LITHOGRAPHIC CO
CLARENDON ROAD & E. 37TH ST. BROOKLYN, N. Y.
FINE CIGAR LABELS
BANDS & EDGINGS
PRIVATE BRANDS OF ORIGINAL DESIGN
CHICAGO BRANCHES SAN FRANCISCO
DUNDEE 311 BRANNAN ST.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

OUR YORK LETTER.

(Continued from page 7)

associated with the Kohlbergs, as salesman, has connected himself with John F. Reichard, of Craley, and has taken the old premises. Wm. Kohlberg was in York last week looking after the details of closing the warehouse here.

A. R. Reiff, formerly of Adair & Reiff, and later a salesman with Smith & Sheffer, of Hanover, has connected himself with Max Kalisch, under the firm name of the City Tobacco Co. They occupy the building formerly used by Adair & Reiff as a leaf warehouse, and their business is largely dealing in cuttings. Mr. Kalisch was formerly engaged in the cigar manufacturing business at Red Lion.

Gillen & Granat for the past week have been receiving some very heavy shipments of tobacco. A good business is reported by them.

J. M. Koutz, formerly in the cigar manufacturing business at Spring Grove, is now acting as cigar manufacturers' agent, and has made special arrangements with H. F. Kohler, Nashville, Bear-Sprenkle Co., West Manchester, J. H. Little, Hanover, A. H. Spangler, Codorus, and S. G. Pfaff, Hanover, which constitutes his present line of goods.

W. A. Lahr, manufacturer, of Red Lion, who was confined to his home for several days, suffering from a mild attack of pneumonia, is now much improved and able to be about in pleasant weather. Business is exceedingly brisk at all the Lahr factories, of which there are several. In fact orders are coming in at such a rapid rate that it is taxing his factory facilities to fill them promptly.

About 5,000 cases of leaf tobacco, the salvage of the Moss fire at Lancaster, have been received in York, where they will be handled by Sam Steig, as representative of Charles Pollacek, of New York, who bought the goods from the underwriters carrying the insurance on the tobacco.

not its union label as a matter of sentiment, which is sometimes alleged to be a selling aid for union made goods.

Breneiser Bros., wholesale tobacconists, now at 807 Penn street, will shortly remove to 801 Penn street, where alterations are are now under way in preparation for the new occupants.

John U. Fehr & Son are now very busy packing new goods. About 1,000 cases will be packed at a Reading warehouse, and another 1,000 at the Hummel's Store warehouse, besides about 800 cases in Connecticut. Geo. N. Fehr has just returned from a visit to Connecticut, and will shortly make another trip to the Nutmeg State.

Business is progressing very satisfactorily at the factory of Chas. M. Yetter & Co., who employ at present 120 hands in the manufacture of union made goods. During a conversation with Mr. Yetter, a few days ago, the writer was told that the outlook for big sales of cigars was most encouraging. The factory is making a special effort on the Real Diamond brand of 5 cent cigars, and the Walter Thomas, a 10 cent product.

A new bond has been filed with Deputy Collector of Internal Revenue F. W. Cranston, by the Weber Cigar Co., at 14 Cedar street, which succeeded F. A. Weber, individually. They will begin with thirty hands.

W. H. Wentzel, at 332½ South Eighth street, has now been engaged in the cigar business for a quarter of a century, and is one of the oldest cigar manufacturers in town.

HUNTER 5c. Cigar
is successful with successful dealers.
El Draco Cigar Mfg. Co., Phila.

READING'S TOBACCO MEN.

Brief Notes as to What They are Doing and What They Hope to Do.

Reading, Pa., March 11.

John G. Spatz, of J. G. Spatz & Co., has returned from a western trip and is now busy with the many details incident to the manufacturing of a large line of seed and Havana and nickel goods. He is well pleased with the results of his trip.

A very substantial business in union made goods is reported by M. Steppacher, who operates one of the largest union factories in this section. Singularly the goods from this factory find a large sale in sections where home products are strongly advocated and where all kinds of local trades unions are in a flourishing condition. That bespeaks the quality of the goods, and

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

Telephone Call, 432—B
Office and Warehouse:
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.
E. L. NISSLY & CO.

Growers and Packers of
Fine Cigar Leaf Tobacco
Fine B's and Tops Our Specialty
Critical Buyers always find it a pleasure to look over our Samples
Samples cheerfully submitted upon request
P. O. Box 96

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United Phones
LANCASTER, PA.

J. W. BRENNEMAN
Packer and Dealer in
Leaf Tobacco
Packing House, Millersville, Pa.
Office and Salesrooms,
110 and 112 West Walnut St.
LANCASTER, PA. United Phones

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

W. R. COOPER & CO.
Packers of
Penna. Broad Leaf
Dealers in
All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS and DEALERS IN Leaf Tobacco
142 N. Market Street,
LANCASTER, PA.

The York Tobacco Co.
Packers and Jobbers in All Grades of
LEAF TOBACCO
Office and Warehouse, 15 East Clark Avenue
Manufacturers of Cigar Scrap Tobacco
York, Pa.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We Make SCRAP Filler, Ready for Use
York, Pa.

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO
Jobber in Sumatra, Florida Sumatra and Havana
Lemon and Arch Sts. Lancaster, Pa.

and THREE CUBANS
MANUFACTURED BY
Central Cigar Company
LEWIS SMITH, Proprietor
Forbes and Marion Streets, Pittsburg, Pa.
Wholesale and Jobbing Trade solicited.

UNION MADE — SOLD ON ITS MERITS

TOM BAINES
Nickel Goods.

Strictly a First Class Article—Equal to Any Union or Non-Union Cigar on the Market—Probably Better, You to Judge—and Prices No Higher than Others.

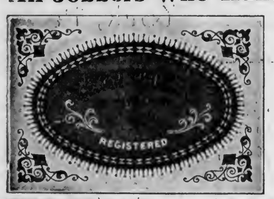
Factory 1898. First District Penna.

H. G. Burky, Maker, Reading, Pa.

UNION MADE — BLUE LABEL USED

H. G. BARNHART
Cigar Manufacturer
Springvale, Pa.
One of Our Leading Brands:
Cuban Duchess
Only High Grade Tobacco Used
Cigars always duplicate

All Jobbers Who Handle Travellers Tips



Say it Always
Moves Well
"A Good Five Cent Cigar"
Abbott
Cigar Co.
ABBOTTSTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.
WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

TEXAS A GOOD STOGIE FIELD.

Oklahoma City, Okla., March 9.

F. H. Miles, Southwestern manager of the American Stogie Co., with headquarters at Dallas, Tex., was recently in this city and reports an exceptionally good business on stogies throughout this territory, while from some other sections came reports of a perceptible falling off in the stogie sales.

SPOKANE TOBACCO MEN MEET.

Spokane, Wash., March 9.

The first meeting of the trustees of the Washington Land & Produce Company was recently held at the company's temporary office, 511 Jamieson block. This is the company which proposes to cultivate tobacco on an immense acreage in the State of Washington. The following officers were elected: F. B. Chapman, president and general manager; H. Rosenberg, vice president; W. C. Losey, secretary, and S. W. Macy, treasurer. The foregoing men, with Jacob Sutter, of the firm of Sutter Bros., wholesale tobacconists of Chicago, constitute the board of directors.

CIGAR AND TOBACCO TRADE OF CANADA.

Consul H. D. Van Sant reports from Kingston that during 1906 the tobacco trade in that part of Canada was exceptionally brisk, concerning which he writes:

The amount of cigars manufactured in Kingston and, in fact, throughout Ontario, has scarcely been equal to the demand. Several leading cigarmakers state that "green" cigars are turned over to the trade as soon as made on account of rush orders.

Thus far the effort to raise a domestic tobacco equal in quality to the tobacco raised in the United States has not met with the degree of success anticipated. It is said that cigars in this district are made almost entirely of mixed American and Canadian tobacco, and entirely of Wisconsin or Connecticut binders. The latter is said to be the best binder tobacco imported into Canada from the United States.

Canadian domestic tobacco is used largely among the French Canadians for smoking or for plug tobacco and for use in the manufacture of a cheap grade of cigars. Essex county has become the centre in Ontario for raising tobacco, while Kent county comes second, and efforts are being made toward tobacco growing in Manitoba, where the soil is said to be similar to the black tobacco soil of India. Yet the tobacco manufacturers of this district inform me—and I think it is generally admitted—that the domestic tobacco of Canada on an average is an inferior grade and not comparable to the better grade tobacco of the States.

Extent of Manufactures and Imports.

In 1906 Canada manufactured 3,178,725 pounds of tobacco and 1,031,110 cigars from home-grown leaf. There was also manufactured from domestic and foreign leaf tobacco in combination or mixed foreign and domestic leaf, 1,845,272 pounds of tobacco; 9,630,798 cigars, and 7,161,500 lbs. of cigarettes.

Rutherford, Constitution, Hunter—a strong trio.
El Draco Cigar Mfg. Co., Philada.

BRANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars

JOHN D. LONG
OFFICE: No. 118 Mifflin Street
Manufacturer of Cigars
FACTORY: Cor. Maple & Plum Aves.
Lebanon, Penna.
A Specialty of Private Brands. Telephone Connection Samples Sent to Responsible Houses.

HERMAN DELLE
York, Penna.

Maker of
Delman 10 and 5c.
Herdel 5c.
Alex. Martin 5c.
UNION MADE
CIGARS
Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—*The* Bear, *The* Cub, Essie, and Matthew Carey

C. E. MATTINGLY & CO.
Manufacturers of
High Grade
Union Made
5c. Cigars
FOR THE
Wholesale Trade Only
Union Chief
Supreme Union

McSherrystown, Pa.

El Ono
Union Made
5-Cent Cigars
are as Good as Cigars Can be Made
Chas. A. Oberly, Maker
LEBANON, PA.

INCREASE YOUR PROFIT!
Columbia Straight Will Do It.
We bought a large supply of Good Havana and Domestic Tobacco at the right time.——We are located where Good Workmen can be had at Fair Prices.
These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.
Fred Schlaeger & Co., Columbia, Pa.
Samples on application.

GEO. W. PARR
Manufacturer of FINE CIGARS
Littlestown, Pa.
MAKER OF
5c. THE FERNSIDE 5c.
Sold to the Jobbing Trade only
Correspondence invited

W. R. DAUGHERTY & BRO.

Manufacturers of
Fine Domestic Cigars
Dallastown, Pa.
HIGHEST QUALITY
FINEST PACKAGES
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

R. E. JACOBY
Wholesale Manufacturer of Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited.

Established 1870 — Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

Cuban Licorice Casing Wine
Is no longer an experiment, and your trade will be affected unless you fall in line and use this
HELP TO MODERN CIGAR MAKING.
Acme Extract and Chemical Works
E. G. ECKERT, Proprietor. Hanover, Pa.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Houses

They Smoke It and Come Again

BLEND, QUALITY and WORKMANSHIP to Please the Most Critical Smokers
Manufactured for Jobbing Trade Only
The Toedtman Cigar Co.
Makers of the Highest Grade of 5c. Cigars Exclusively
MIAMISBURG, OHIO.

The American Tobacco Co.
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

The Canadian duty of $6 per 1,000 cigars for foreign leaf tobacco, besides a further duty of 10 cents per pound on tobacco, when manufactured, amounting to about $2 per 1,000 cigars making a total of $8 per 1,000 cigars, is almost prohibitive. Notwithstanding this tariff, in 1906 Canada imported from Cuba 79,888 pounds, valued at $308,086; from the Philippines 12,152 pounds, valued at $12,010; from the United States 4,115 pounds, valued at $15,008, while there was imported from British West Indies but 384 pounds, valued at $1.209. In cut tobacco imports from Great Britain led with 95,398 pounds, valued at $70,511, followed by the United States with 120,629 pounds, valued at $59,087, and China third, 21,772 pounds, valued at $2 889.

In tobacco for the manufacture of cigarettes that from Great Britain led with 12,697 pounds, valued at $26.914. Egypt was second with 8,428 pounds, valued at $16,839 and the United States third with 1,262 pounds, valued at $5,853. Under head of "all other manufacturers of tobacco n. e. s." the United States easily led with 113,618 pounds valued at $47,697; Great Britain 5,120 pounds, valued at $1 933, and Egypt 20 pounds, valued at $58. Under the head of "tobacco, pipes of all kinds, pipe mounts, cigar and cigarette holders and cases for same, smokers' sets and cases therefor, and tobacco pouches" the imports were: $217.579 from Great Britain; $43,109 from Austria Hungary; $84 554 from France; $28,175 from Germany, and $29,596 from the United States.

If the American cigar exporter will be satisfied with a very close margin of profit on the start, he will be able to introduce and increase the sales of American cigars in Canada. This is especially true of the small package cigars—such as are sold in the States at ten cigars for twenty or twenty-five cents. The writer has seen but few of this style package of small cigars displayed in the hotels or stores of this district. In these times of prosperity the average Canadian is willing to pay an increased price for a superior quality of cigar if the clear aroma and rich flavor please him.

That the larger introduction and sale of the American domestic cigar is feared, is shown by the efforts of tobacco growers and cigar manuufacturers in Canada to bring about still further increase of duties on the same.

Leaf Tobacco Markets.

BALDWINSVILLE, N. Y.

The warehouses are still assorting with full forces employed. The handling discloses but a very small percentage of damaged tobacco, the crop being exceptionally good and sound. The growers are making plans for the new crop and are giving the subject of fertilizers more careful attention and study than ever before.—Gazette.

CONNECTICUT VALLEY.

In the line of bundle tobacco there is nothing doing as regards sales in this vicinity, so far as I can hear, and I don't know but it is as well for the grower. He has about made up his mind that it is as well to assort and pack his own tobacco as to wait for the buyer. There is no doubt but every pound of the tobacco raised in 1906 is

J. H. LIEFTINCK & ZOON
Sworn Tobacco Brokers
Office and Sample Rooms:
Brakke Grond and Frascati,
AMSTERDAM, HOLLAND.

STOKHUYZEN & BROM
Sworn Tobacco Brokers
Office and Sample Rooms:
Nos. 84–86 (Opposite Frascati),
AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMAN
Sworn Tobacco Brokers
Brokers to the Deli Maatschappy
AMSTERDAM, HOLLAND
Office and Sample Rooms:
87 Rokin & 100 Nes, opposite Frascati

COLOR and CANCELLING STAMPS
LEAD SEALS & STENCILS
Quaker City Stencil & Stamp Wks
Incorporated
234 Arch St., PHILADELPHIA, PA.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890.
Capacity, Twenty Thousand per Day.

YOU ARE LOSING MONEY.
? HOW ?
BAD ACCOUNTS.
Charging them off to profit and loss.
Paying Collection Agency Fees.
Paying Membership fees.
"DO-IT-YOURSELF"
The "Do It-Yourself" collection outfit is a system whereby you collect your bad accounts YOURSELF and do it in the same way that it is done by Collection Agencies, only BETTER.
? WHY ?
It is a better system.
It is easier to operate,
It keeps the accounts in YOUR OWN HANDS.
It brings the money to YOU.
It saves Collection Agencies fees.
It saves Membership fees.
It saves getting into the hands of unreliable agencies.
Price $1.00 Postpaid
Each outfit contains everything necessary to collect 50 claims.
MONEY REFUNDED if on receipt you are not perfectly satisfied.
ORDER TO-DAY
United States Collection Agency
Suite 19, 163 Randolph Street
Chicago, U. S. A.
Agents Wanted Write for proposition

RUTHERFORD CLEAR HAVANA LEADER
from the factory of
El Draco Cigar Mfg. Co., Philada.

WM. STEINER, SONS & CO.
Lithographers.
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540-550 W. 58TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

LABELS
Cigar Ribbons Silk, Imitation & Muslinola Ribbon
CAUTIONS
CORRESPONDENCE SOLICITED
KEYSTONE VARIETY WORKS HANOVER, PA.
ESTABLISHED 1890
GIVE US A TRIAL WE WANT YOUR OPINION
Printed or Stamped in Gold or Silver
BANDS
STOCK CARDS

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

Established 1877 New Factory 1904.
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

Weidman Bros. & Moyer
Manufacturers of
Cigar Boxes
Special Attention to GOLD LEAF EMBOSSING HIGH GRADE Work
Factories:
Womelsdorf, Pa., Sinking Spring, Pa.
Established 1891

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

E. A. CÁLVES & Co. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

JOHN SLATER & CO.

Manufacturers of Handmade

LONG FILLER **STOGIES**

Corner Columbia and Marietta Avenues

LANCASTER, PA.

No. 21 North Main Street, **Washington, Pa.**

Porto Rico Cigar Co.

Red Lion, Pa.

WHOLESALE CIGAR MANUFACTURERS

Major Paul
Lord Selkirk } 5c.
Arrow Point

Tom Lewis—2 for 5c.

Wholesale and Jobbing Trade Only

SOMETHING NEW AND GOOD

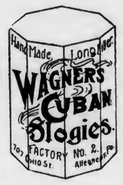
WAGNER'S

CUBAN STOGIES

Manufactured Only by

LEONARD WAGNER

Factory No. 2 707 Ohio St., ALLEGHENY, PA



GEO. STEUERNAGLE

Manufacturer of

Pittsburg Stogies

Goods sold direct to Jobbers and Dealers

5143 Penn Ave., Pittsburg, Pa.

HAROLD FRIES

FRIES & BRO.

92 Reade St., New York.

The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *

WORLD-RENOWNED

Spanish Betuns,

ONLY NON-EVAPORATING

Cigar & Tobacco Flavors

Sweeteners, etc.

Sample Free The Most Popular Flavors Since 1855. Please write for them

Guaranteed to be the Strongest, Cheapest, and Best

and will be wanted before the season is over, but as time tireth out the bravest, so it will tire out the grower of the weed.

Our correspondents write:

Bradstreet, Mass.: "E. F. Cooley, of North Hatfield sold 3½ acres of tobacco in the cases at 18 cents to Mr. Burk, of Hadley. C. E. Smith, of East Deerfield, sold a crop of five acres to Mr. Burk at the same price. The tobacco was assorted by Belden Bros."

East Whately, Mass.: "The crop of 9 acres of tobacco raised by Thomas Flynn, of this place, for which early in the fall he was offered above 19 cents, he has now sold for 17½ cents."

North Hatfield, Mass.: "Mr. Wolfram has bought at Hinsdale, N. H., 14½ tons of tobacco, which has been shipped to this place to be assorted and packed, the prices were from 13 to 15 cents; one lot for which he offered in the fall 16½ cents he now paid 13½ cents. —American Cultivator.

EDGERTON, WIS.

Nothing has developed during the week to vary the conditions before described concerning the tobacco market. In the aggregate a good deal of tobacco is being lifted from farmers' hands but at quite a reduction from top prices earlier in the season—figures ranging from 10 to 14 cents, while rejected lots are taken at even less. The time is close at hand when the growers must either sell at the present offerings or prepare to sort and case their crops and perhaps the buyers are taking advantage of the situation to reduce the average of their packings. Here are a few recent sales that have come to notice:

Jos. Porter, 16 acres at 13 and 4 cents.

James Livick, 4 acres at 12½ and 3 cents.

J. Ford & Co., 16 acres at 11½ and 3 cents.

Ole Fursett, 10 acres at 13 and 4 cents.

From information reaching us we begin to think that it is rather an exception than the rule that the early purchases are now being received without some deductions or docking, so the haggling and dissensions resulting from delivery are of the most unpleasant nature and a great many farmers carry home the impression that they have been treated unfairly. It is the most natural result, however, of selling the tobacco crop so long in advance of its being ready for market. Not since 1900 has so much trouble been experienced throughout the State in receiving the crop.

Shipments, 415 cases.—Reporter.

—Articles of incorporation of the Abe Frankel Cigar Co., at Des Moines, Ia., were filed last week, by Abe Frankel, Mrs. Ray Frankel and Nate Seigel. The capital stock is $25,000.

Business Changes, Fires, Etc.

Connecticut.

Derby.—Joseph May, cigar manufacturer, damaged by fire.

Georgia.

Savannah.—A. W. Masterson, cigars and tobacco, succeeded by H. H. Heil.

Illinois.

Wilmette.—S. W. Mazur, barber and cigars, sold out.

Indiana.

Rochester.—B. K. Gilliland, cigars, released chattel mortgage, $1,000.

Iowa.

Des Moines.—Abe Franklin, cigars, incorporated as Abe Franklin Cigar Co.

Oskaloosa.—J. J. Snyder, cigars, bill of sale, $4,000

Maine.

Waterville.—Henry Talberth, cigar manufacturer, succeeded by Talberth Cigar Co.

Massachusetts.

Fitchburg.—L. Nutille (Mrs. C.), fruit and tobacco, filed married woman's certificate.———Sweeney & Farrell, cigar manufacturers, succeeded by J. J. Sweeney.

Lawrence.—Louis Gens, manufacturer and retail cigars and tobacco, chattel mortgage $1,000.

Michigan.

Kalamazoo.—Hinger Wilkins, billiards, cigars and news, chattel mortgage, $1,274.

Lapeer.—E. H. Hagerman, billiards and cigars, succeeded by M. Erther.

New Jersey.

Bayonne.—Eisler & Adler, tobacco and cigars, chattel mortgage, $500.

New York.

New York City.—A. Newmark, cigars and stationery, damaged by fire.———Lewis Sylvester & Son, leaf tobacco, style changed to Sylvester & Stern.

Oregon.

Portland—N. A. Loucks, cigars, etc., sold to W. L. Palmer.

Washington.

Clarkston.—Crippen & Hayes, cigars, confectionery, etc., dissolved; W. W. Hayes continues.

West Virginia.

Wheeling—Henry Bellinger, tobacco, dead.

Wisconsin.

Madison.—Thomas W. McGillivray, cigars, chattel mortgage, $300.

MINNICH BALING PRESS

Patented March 9, 1897

For All Kinds of Products Requiring Baling

TOBACCO STEMS, PAPER, COTTON, Etc.

Specially Constructed ..PRESSES..

For Leaf Tobacco Packers

Warranted to do more and better work in a given time, with less labor than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

MINNICH MACHINE WORKS

Landisville, Lancaster Co., Pa.

—Established 1834—

WM. F. COMLY & SON

Auctioneers and Commission Merchants

27 South Second Street

PHILADELPHIA

Regular Weekly Sales Every Thursday

Cigars, Tobacco, Smokers' Articles

Special Sales of Leaf Tobacco

Consignments Solicited Advances Made

Settlements Made on Day of Sale

Patents *Caveats, Trade Marks, Design-Patents, Copyrights, etc.*

Correspondence Solicited

JOHN A. SAUL

Le Droit Building, WASHINGTON, D. C.

METAL EMBOSSED LABELS METAL PRINTED LABELS

H. J. Fleischhauer

CIGAR LABELS

238 Arch Street, Philadelphia.

TELEPHONE 1561

EMBOSSING DIE SINKING

LITHOGRAPHING SPECIAL DESIGNS

JACOB G. SHIRK

Lancaster, Pa.

JOBBER and DEALER in PRODUCTS of

American Tobacco Co.

American Cigar Co. American Stogie Co.

Luhrman & Wilburn Tobacco Co.

Blackwell Durham Tobacco Co.

Spalding & Merrick Tobacco Co.

IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds

Fragrant as Roses

Good as Government Bonds

Are the **CIGARS** of the following Registered Brands

"Brilliant Star" Clear Havana . . 10c.

"S. B" Half Havana . . . . . 5c.

"S. B." Little Havanas . . . . . 5c.

"Honest Bee" . . . . . 3c.

"2--I--No" Mildest Cigar Made 2 for 5c.

Special Brands Made to Order

Stauffer Bros. Mfg. Co., New Holland, Pa.

Send Your Cigar Buyer Here We Will Save You Money

For Sale by All Dealers

VIRGINIA

PERIQUE

MIXTURE

The **AMERICAN TOBACCO CO., NEW YORK**

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

JOHN SLATER & CO.
Manufacturers of Handmade
LONG FILLER STOGIES
Corner Columbia and Marietta Avenues
LANCASTER, PA.
No. 21 North Main Street, Washington, Pa.

Porto Rico Cigar Co.
Red Lion, Pa.
WHOLESALE CIGAR MANUFACTURERS
Major Paul
Lord Selkirk } 5c.
Arrow Point
Tom Lewis—2 for 5c.
Wholesale and Jobbing Trade Only

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
Manufactured Only by
LEONARD WAGNER
Factory No. 2 707 Ohio St., ALLEGHENY, PA

GEO. STEUERNAGLE
THE CELEBRATED
MERCHANT & MANUFACTURER
Trade Mark. Registered
LONG FILLER HAND-MADE STOGIES.
Manufacturer of
Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

HAROLD FRIES
FRIES & BRO
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors
Sweeteners, etc.
Sample Free
The Most Popular Flavors Since 1853
Please write for them
Guaranteed to be the Strongest, Cheapest, and Best

and will be wanted before the season is over, but as time tireth out the bravest, so it will tire out the grower of the weed.

Our correspondents write:

Bradstreet, Mass.: "E. F. Cooley, of North Hatfield sold 3½ acres of tobacco in the cases at 18 cents to Mr. Burk, of Hadley. C. E. Smith, of East Deerfield, sold a crop of five acres to Mr. Burk at the same price. The tobacco was assorted by Belden Bros."

East Whately, Mass.: "The crop of 9 acres of tobacco raised by Thomas Flynn, of this place, for which early in the fall he was offered above 19 cents, he has now sold for 17½ cents."

North Hatfield, Mass.: "Mr. Wolfram has bought at Hinsdale, N. H., 14½ tons of tobacco, which has been shipped to this place to be assorted and packed, the prices were from 13 to 15 cents; one lot for which he offered in the fall 16½ cents he now paid 13½ cents. —American Cultivator.

EDGERTON, WIS.

Nothing has developed during the week to vary the conditions before described concerning the tobacco market. In the aggregate a good deal of tobacco is being lifted from farmers' hands but at quite a reduction from top prices earlier in the season—figures ranging from 10 to 14 cents, while rejected lots are taken at even less. The time is close at hand when the growers must either sell at the present offerings or prepare to sort and case their crops and perhaps the buyers are taking advantage of the situation to reduce the average of their packings. Here are a few recent sales that have come to notice:

Jos. Porter, 16 acres at 13 and 4 cents.

James Livick, 4 acres at 12½ and 3 cents.

J. Ford & Co., 16 acres at 11½ and 3 cents.

Ole Fursett, 10 acres at 13 and 4 cents.

From information reaching us we begin to think that it is rather an exception than the rule that the early purchases are now being received without some deductions or docking, so the haggling and dissensions resulting from delivery are of the most unpleasant nature and a great many farmers carry home the impression that they have been treated unfairly. It is the most natural result, however, of selling the tobacco crop so long in advance of its being ready for market. Not since 1900 has so much trouble been experienced throughout the State in receiving the crop.

Shipments, 415 cases.—Reporter.

—Articles of incorporation of the Abe Frankel Cigar Co., at Des Moines, Ia., were filed last week, by Abe Frankel, Mrs. Ray Frankel and Nate Seigel. The capital stock is $25,000.

Business Changes, Fires, Etc.

Connecticut.

Derby.—Joseph May, cigar manufacturer, damaged by fire.

Georgia.

Savannah.—A. W. Masterson, cigars and tobacco, succeeded by H. H. Heid.

Illinois.

Wilmette.—S. W. Mazur, barber and cigars, sold out.

Indiana.

Rochester.—B. K. Gilliland, cigars, released chattel mortgage, $1,000.

Iowa.

Des Moines.—Abe Franklin, cigars, incorporated as Abe Franklin Cigar Co.

Oskaloosa.—J. J. Snyder, cigars, bill of sale, $4,000

Maine.

Waterville.—Henry Talberth, cigar manufacturer, succeeded by Talberth Cigar Co.

Massachusetts.

Fitchburg.—L. Nutille (Mrs. C.), fruit and tobacco, filed married woman's certificate.———Sweeney & Farrell, cigar manufacturers, succeeded by J. J. Sweeney.

Lawrence.—Louis Gens, manufacturer and retail cigars and tobacco, chattel mortgage $1,000.

Michigan.

Kalamazoo.—Hinger Wilkins, billiards, cigars and news, chattel mortgage, $1,274.

Lapeer.—E. H. Hagerman, billiards and cigars, succeeded by M. Erther.

New Jersey.

Bayonne.—Eisler & Adler, tobacco and cigars, chattel mortgage, $500.

New York.

New York City.—A. Newmark, cigars and stationery, damaged by fire.———Lewis Sylvester & Son, leaf tobacco, style changed to Sylvester & Stern.

Oregon.

Portland—N. A. Loucks, cigars, etc., sold to W. L. Palmer.

Washington.

Clarkston.—Crippen & Hayes, cigars, confectionery, etc., dissolved; W. W. Hayes continues.

West Virginia.

Wheeling—Henry Bellinger, tobacco, dead.

Wisconsin.

Madison.—Thomas W. McGilligan, cigars, chattel mortgage, $300.

MINNICH BALING PRESS

Patented March 9, 1897
For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.
Specially Constructed
..PRESSES..
For Leaf Tobacco Packers
Warranted to do more and better work in a given time, with less labor than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.
MINNICH MACHINE WORKS
Landisville, Lancaster Co., Pa.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
27 South Second Street
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
Correspondence Solicited
JOHN A. SAUL
Le Droit Building, WASHINGTON, D. C.

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"AS GOOD AS THE NAME"

E. REGENSBURG & SONS
THE AMERICAN

TRADE MARK. REGISTERED

HAVANA CIGARS

NONE GENUINE UNLESS BEARING THIS BAND WITH OUR TRADE MARK IN COLORS

E. REGENSBURG & SONS THE AMERICAN

BEWARE OF IMITATIONS.

ON SALE EVERYWHERE

Constant Growth
signifies
Constant Merit!

Cigars that hold the confidence of their smokers pay dealers best.

DIAMOND JOE CIGAR FACTORY brands stand pre-eminently in a class of their own.

H. FENDRICH
Evansville, Ind.

WARREN BECK & BRO.

Ten-Cent Brands:
Duke of Westminster
Admiral Gherardi
Gen. Warren
La Responder Marcana
La Cantidad

Cigar Manufacturers
York, Pa.

Michael Hose A. F. Brillhart

Dallas Cigar Co.

Manufacturers of CIGARS & Dealers in LEAF TOBACCO,

Dallastown, Penna.

A. D. KILLHEFFER

Maker of

High Grade Cigars

Communicate with Factory

No Salesmen MILLERSVILLE, PA.

E. ROSENWALD & BRO.

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THE TOBACCO WORLD

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Philipp J. Kolb & Co.
Importers & Packers
OF
LEAF TOBACCO
310 Race Street Philadelphia

• CENTRAL UNION •

No other brand of Tobacco has grown so quickly in public favor

Reasons:
Quality Price
Union Label
Friendly Dealers' Aid
and
Tobacco Trust's Hostility

United States Tobacco Co.
Richmond, Va.

SUMATRA TOBACCO

The Kind that Wraps Economically

H. DUYS & CO.
No. 170 Water Street, New York
The Leading Exclusive Sumatra House
Amsterdam House:—De Amsterdamsche Tabakshandelmaatschappij.

Growers and Packers of
FLORIDA TOBACCOS
Write for Samples
SCHROEDER & ARGUIMBAU
178 Water Street, New York

THE 5c. CIGAR that you'll say is "All to the Front."

El Draco Cigar Mfg. Co. Philada.

EISENLOHR'S Cinco CIGARS Philadelphia

CHALLENGES COMPARISON
White Knight
5-cent Cigar
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PHILADELPHIA, PA.

Clean as the Food You Eat
Vesper CIGAR 5¢

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
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615 Market St., Philada.
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Sumner Greene — E. T. Colgan
SUMNER GREENE & CO.
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2330 MARKET ST., PHILADELPHIA

PHILADELPHIA
SMOKE VENTERLEIN BROS.' SABOROSO PHILADELPHIA CIGARS
BOSTON

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
114 N. 7th St. Philadelphia

YOU CAN BUY
WEAVER'S ORIGINAL HAVANA SHORTS
AT
ALL JOBBING HOUSES

SUPERIOR Quality and Workmanship
Vicente Portuondo CIGAR MF'G CO. PHILADELPHIA Cigars
Factory No. 968, First District Penna.

If You Want to be in HAVANA
Smoke CAMELA 5c. CIGARS
Made by HENRY HEYMANN'S SONS
Sinking Spring, Pa.

Parmenter Wax-Lined Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U.S.A.
Sole Owners and Manufacturers.

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The organization recognizing the efficiency of the Society of Equity, has given to it its influence and yielded the grounds which it formerly held. Some desired to turn the money over to the Equity Boards but others thought best to return the money to the original contributors. After some discussion the latter plan was adopted as embodied in a resolution offered by W. C. McChord and passed unanimously, which is as follows:

"Whereas, this company has failed to accomplish the assigned purpose, and whereas, a great number of tobacco growers and other citizens contributed various amounts of money to aid the company to accomplish its objects, a considerable amount of which has been expended, leaving a balance in the treasury of about $7,500,

"Therefore, Resolved, that the contributors of said funds are entitled to said money pro rata according to the amounts respectively contributed and paid by them. In order to ascertain definitely the names of such contributors, Resolved that a committee be and is appointed to ascertain and report to this Board the names of such contributors and the amounts respectively paid by them and their post office addresses and the pro rata of the funds due them respectively and the filing and approval of such report by the Board of Directors. The treasurer of this company be and he is ordered to distribute the said money in his hands to said contributors pro rata according to the amounts shown to be due them respectively and the Board of Directors shall have power to distribute the said money as herein contemplated."

This resolution was carried unanimously and the following committee was appointed:

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The buyers have been offering as low as 12 cents a pound for it, but nothing can be had at that price. It is alleged a scheme has been worked to the farmer's disadvantage, when in the early season a person comes around and agrees to purchase the entire crop at a given price. The grower signs his name to the argeement but fails to get the would-be purchaser to put up a deposit. If the tobacco cannot be purchased at a lower price, the buyer generally lives up to his agreement, but if it can be obtained at a lower figure, it is repudiated and the farmer has his crop on his hands. Instead of getting 20 to 25 cents a pound as expected, many growers are selling as low as 12 cents a pound, with the prevailing price around 15 cents a pound.

SCRANTON BRANCHES ALARMED.

United Cigar Stores Co. Issues Explanatory Statement.

Scranton, Pa., March, 16.

Having apparently become alarmed over the reported merger of the United Cigar Manufacturers Co. with the American Tobacco Co., owing to the fact that their respective names are somewhat similar, the United Cigar Stores Co. has caused the following to be published in several local dailies:

"The two companies are entirely distinct. The Manufacturing company came into existence after our chain of stores was started five years ago. In the Manufacturing company are combined a number of factories making well known brands of cigars. The company took the first two words of our name—United Cigar—and thereby occasioned an unfortunate confusion in the public mind. The Cigar Stores Company is not the object of the reported negotiations. It's an entirely different concern. The United Cigars are not selling out to anybody, or thinking of it, because they occupy a field of their own. They own no factories of their own, but get all the advantages of such ownership by taking the total output of dozens of them, which produce brands of cigars for which there is a general demand all over the country. The company that is being talked of is solely in the manufacturing business. It has no retail output."

SLUMP REPORTED IN OHIO.

Middletown, O., March 16.

The price of leaf tobacco has taken quite a tumble within the past two weeks. This is due to several causes, among which is the fact that quite a number of growers have had their crops rejected by buyers on various grounds; some alleging that the tobacco didn't come up to the requirements of the contract, and others have simply refused to carry out the contract. In the latter case, it is said, that quite a number of buyers, finding themselves facing a loss, owing to the high price at which they contracted to take a crop, have simply repudiated their contract. Another cause for rejection is the careless manner in which many crops have been put up. There has been very little attention paid to the selection and separating the good tobacco from the trash. Good and bad have been indiscriminately piled in together. This is a just cause for rejection and the grower only has himself to blame for the loss that he meets in having his crop rejected.

Tobacco that was sold under contract last summer at twelve cents, and which was rejected within the past week, was sold for 8 cents a pound— a loss of thirty-three per cent. And the indications are that there will be a still further decline.

There is much complaint regarding the way in which the crop has been put up this year, by many growers. They seem to have been carried away with the idea that the high price being paid was due to the fact that the leaf buyers were so anxious to secure crops that anything would go. Repeated warnings were sent to the farmers with instructions in regard to handling and preparing the crop for market, but little attention was paid to this timely advice, with the result that a large quantity has been rejected with the probability that much more will meet the same fate. This carelessness, together with the repudiation of contracts, means a big loss to growers, running up into the thousands of dollars. It is not improbable that much of the crop will bring less than 8 cents.

Last week a farmer in Darke county sent his crop to a local house that was found to be in such excellent shape that a complimentary letter was written to him accompanied by a check for a substantial amount, over and above the price of the tobacco. This farmer was rewarded for his care in putting up his crop and will always be assured of the best price.

The growers have been taught a lesson this year that they will probably remember and hereafter they will take more care in putting up their crops and be a little careful about signing their crops away to irresponsible buyers.

The outlook was for a greatly increased acreage next year but the jolt that has been given the business may have a tendency to make farmers think twice before going in too heavily.

—L. E. Riegel has purchased the store building on North Main street, Marysville, Mo., owned by Mrs. B. F. Anderson, and will move his cigar factory into it. The price paid was $5,000.

CONCERNING TRANSFER OF STEMS.

Lousiville, Ky., March 16.

According to new rulings received by J. A. Craft, Collector of Internal Revenue, from John W. Yerkes, Commissioner, it will no longer be necessary for tobacco manufacturers who wish to dispose of tobacco stems to a manufacturer of tobacco or a dealer in leaf tobacco, first to weigh the tobacco stems and then procure a permit from the Collector of Internal Revenue before he can transfer the tobacco stems to the plant of the manufacturer willing to make the purchase. The new ruling, it is said, is due to complaints made by a number of Louisville tobacco manufacturers, who sell tobacco stems to the Kentucky Tobacco Product Company. Many of the tobacco manufacturers have not the scales at their plants necessary for weighing the tobacco stems they wish to dispose of, and until recently made a practice of delivering the stems to the purchaser, having him weigh them and then applying for permission from the Collector of Internal Revenue to make the transfer. This caused objections on the part of Mr. Craft, who took the matter up with the Washington authorities.

The ruling received by Mr. Craft follows:

"In view of representations made to this office that in many cases where large quantities of tobacco stems are desired to be sold in bulk by tobacco manufacturers and removed under permit to the bonded premises of another manufacturer, or to the premises of a dealer in leaf tobacco, and that it is found to be impracticable to determine the weight of the stems and apply for the permit authorizing their removal until the stems have been received and weighed by the purchaser, who is provided with platform scales suitable for that purpose, I have decided, with the approval of the honorable, the Secretary of the Treasury, to so far modify or extend the provisions relating to the removal of stems under permit as will allow stems to be removed in advance of the issue of permit."

The following details must be complied with, however:

"The manufacturer or dealer in leaf tobacco, upon receiving the stems, shall promptly weigh them and transmit as soon as possible to the manufacturer from whom they were purchased an affidavit certifying to the receipt of the stems, from whom purchased and to the weight of the same in pounds. Upon receiving this affidavit the manufacturer selling the stems will then at once make application to the collector for a permit covering the transaction, attaching thereto the affidavit received from the purchaser, and his own affidavit certifying to the date on which the stems were actually removed, and the number of pounds of stems so transferred."

THE ROYAL CO. IN CHICAGO.

Chicago, Ill., March 16.

The Royal Tobacco Company has closed one of the most important retail leases ever entered into in this city. It has leased from the Congress Hotel Company operating the Congress Hotel and the Auditorium Annex, the cigar and news stand privilege and rented one of the new stores in the Congress Hotel Annex, fronting on Michigan Boulevard for twenty years at an annual rental of $28,000, or $560,000 for the term.

THE 5c. CIGAR that you'll say is "All to the Front."

El Draco Cigar Mfg. Co. Philada.

EISENLOHR'S Cinco Philadelphia CIGARS

Clean as the food you fry in
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SCRANTON BRANCHES ALARMED.

United Cigar Stores Co. Issues Explanatory Statement.

Scranton, Pa., March, 16.

Having apparently become alarmed over the reported merger of the United Cigar Manufacturers Co. with the American Tobacco Co., owing to the fact that their respective names are somewhat similar, the United Cigar Stores Co. has caused the following to be published in several local dailies:

"The two companies are entirely distinct. The Manufacturing company came into existence after our chain of stores was started five years ago. In the Manufacturing company are combined a number of factories making well known brands of cigars. The company took the first two words of our name—United Cigar—and thereby occasioned an unfortunate confusion in the public mind. The Cigar Stores Company is not the object of the reported negotiations. It's an entirely different concern. The United Cigars are not selling out to anybody, or thinking of it, because they occupy a field of their own. They own no factories of their own, but get all the advantages of such ownership by taking the total output of dozens of them, which produce brands of cigars for which there is a general demand all over the country. The company that is being talked of is solely in the manufacturing business. It has no retail output."

SLUMP REPORTED IN OHIO.

Middletown, O., March 16.

The price of leaf tobacco has taken quite a tumble within the past two weeks. This is due to several causes, among which is the fact that quite a number of growers have had their crops rejected by buyers on various grounds; some alleging that the tobacco didn't come up to the requirements of the contract, and others have simply refused to carry out the contract. In the latter case, it is said, that quite a number of buyers, finding themselves facing a loss, owing to the high price at which they contracted to take a crop, have simply repudiated their contract. Another cause for rejection is the careless manner in which many crops have been put up. There has been very little attention paid to the selection and separating the good tobacco from the trash. Good and bad have been indiscriminately piled in together. This is a just cause for rejection and the grower only has himself to blame for the loss that he meets in having his crop rejected.

Tobacco that was sold under contract last summer at twelve cents, and which was rejected within the past week, was sold for 8 cents a pound— a loss of thirty-three per cent. And the indications are that there will be a still further decline.

There is much complaint regarding the way in which the crop has been put up this year, by many growers. They seem to have been carried away with the idea that the high price being paid was due to the fact that the leaf buyers were so anxious to secure crops that anything would go. Repeated warnings were sent to the farmers with instructions in regard to handling and preparing the crop for market, but little attention was paid to this timely advice, with the result that a large quantity has been rejected with the probability that much more will meet the same fate. This carelessness, together with the repudiation of contracts, means a big loss to growers, running up into the thousands of dollars. It is not improbable that much of the crop will bring less than 8 cents.

Last week a farmer in Darke county sent his crop to a local house that was found to be in such excellent shape that a complimentary letter was written to him accompanied by a check for a substantial amount, over and above the price of the tobacco. This farmer was rewarded for his care in putting up his crop and will always be assured of the best price.

The growers have been taught a lesson this year that they will probably remember and hereafter they will take more care in putting up their crops and be a little careful about signing their crops away to irresponsible buyers.

The outlook was for a greatly increased acreage next year but the jolt that has been given the business may have a tendency to make farmers think twice before going in too heavily.

—L. E. Riegel has purchased the store building on North Main street, Marysville, Mo., owned by Mrs. B. F. Anderson, and will move his cigar factory into it. The price paid was $5,000.

CONCERNING TRANSFER OF STEMS.

Lousiville, Ky., March 16.

According to new rulings received by J. A. Craft, Collector of Internal Revenue, from John W. Yerkes, Commissioner, it will no longer be necessary for tobacco manufacturers who wish to dispose of tobacco stems to a manufacturer of tobacco or a dealer in leaf tobacco, first to weigh the tobacco stems and then procure a permit from the Collector of Internal Revenue before he can transfer the tobacco stems to the plant of the manufacturer willing to make the purchase. The new ruling, it is said, is due to complaints made by a number of Louisville tobacco manufacturers, who sell tobacco stems to the Kentucky Tobacco Product Company. Many of the tobacco manufacturers have not the scales at their plants necessary for weighing the tobacco stems they wish to dispose of, and until recently made a practice of delivering the stems to the purchaser, having him weigh them and then applying for permission from the Collector of Internal Revenue to make the transfer. This caused objections on the part of Mr. Craft, who took the matter up with the Washington authorities.

The ruling received by Mr. Craft follows:

"In view of representations made to this office that in many cases where large quantities of tobacco stems are desired to be sold in bulk by tobacco manufacturers and removed under permit to the bonded premises of another manufacturer, or to the premises of a dealer in leaf tobacco, and that it is found to be impracticable to determine the weight of the stems and apply for the permit authorizing their removal until the stems have been received and weighed by the purchaser, who is provided with platform scales suitable for that purpose, I have decided, with the approval of the honorable, the Secretary of the Treasury, to so far modify or extend the provisions relating to the removal of stems under permit as will allow stems to be removed in advance of the issue of permit."

The following details must be complied with, however:

"The manufacturer or dealer in leaf tobacco, upon receiving the stems, shall promptly weigh them and transmit as soon as possible to the manufacturer from whom they were purchased an affidavit certifying to the receipt of the stems, from whom purchased and to the weight of the same in pounds. Upon receiving this affidavit the manufacturer selling the stems will then at once make application to the collector for a permit covering the transaction, attaching thereto the affidavit received from the purchaser, and his own affidavit certifying to the date on which the stems were actually removed, and the number of pounds of stems so transferred."

THE ROYAL CO. IN CHICAGO.

Chicago, Ill., March 16.

The Royal Tobacco Company has closed one of the most important retail leases ever entered into in this city. It has leased from the Congress Hotel Company operating the Congress Hotel and the Auditorium Annex, the cigar and news stand privilege and rented one of the new stores in the Congress Hotel Annex, fronting on Michigan Boulevard for twenty years at an annual rental of $28,000, or $560,000 for the term.

INTENTIONAL SECOND EXPOSURE

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Tobacco

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Importers of **Sumatra** and **Havana**

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EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

...IMPORTANT NOTICE...

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. The Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the Presidency of the Rebublic: dark blue.

PENNA. AND OHIO MEN IN THIS.

New Company to Grow, Pack and Ship Georgia Leaf Tobacco.

Amsterdam, Ga., March 16.

Shaw Bros. Company, owners of a large tobacco farm a few miles south of Amsterdam, have sold out to Northern capitalists, who will erect buildings for packing and shipping their own tobacco direct. The new company will begin business on a capital of $125,000 paid in, and is composed of I. H. Weaver, Lancaster, Pa.; W. J. Lukaswitz, Dayton, O., and Theodore Sterneman, of Milwaukee, Wis., with C. R. Shaw, one of the former owners, as general manager.

UNITED CIGAR STORES IN ST. LOUIS

St. Louis, Mo., March 16.

The United Cigar Stores Company has come to St. Louis. This was inevitable in as much as for the past three years it has been reaching out into new territory, and naturally would not be likely to overlook a field as promising as this city. In other cities it is credited with having completely revolutionized the retail cigar business.

The United Cigar Stores Company had its origin in the mind of the man, now its president, George J. Whelan, who started his business career as the proprietor of a hotel cigar stand in Syracuse, N. Y. This was not so many years ago, for Mr. Whelan is still young, with the best part of his life before him. Being often in New York, it came to his attention that outside of a few places in addition to the hotel stands, the retail tobacco business was in a bad way.

It occurred to Mr. Whelan that smokers deserved something better, and though he never took his eye off New York, he first put his idea of a consolidated system in force in a number of the smaller cities of New York State.

All sorts of difficulties were to be confronted, but in the end he had the United Cigar Stores Company going in a little down-town store. Twenty-four hours after he was in possession he had made it spick and span, and provided a window display that was attracting notice. From that day to this the show windows of the United Stores have been a commanding feature.

When the famous Flatiron Building, at Broadway and Fifth avenue was erected, the United Cigar Stores Company rented half the ground floor, that part which runs out to a point, including the prow or cowcatcher at the apex of the majestic angle. Everybody knew the rent must be fabulous $35,000 a year, so the story ran—and everybody said that such a venture must prove disastrous.

"Opportunity," Mr. Whelan declares, "is the vital element of success. Every man can do something better than the other man, and if you can only discover what that something is, you can get the best out of him."

The United Cigar Stores in St. Louis will be located at 612 Olive street, Locust and Seventh streets, and Chestnut and Sixth streets.

KENTUCKY SOCIETY SUSTAINED.

Injunction Asked to Restrain the Trust from Buying Pledged Tobacco.

Louisville, Ky., March 16.

Pleadings were heard by Special Judge Charles W. Marshall in the Woodford Circuit Court on a general demurrer of the American Tobacco Company to the petition of the Woodford county Board of Control of the Burley Tobacco Society, asking an injunction against said tobacco company to restrain it from purchasing the tobacco crops of all persons in Woodford county who signed the agreement pledging their tobacco to the society pool.

The case is attracting a great deal of interest from the fact that important points are involved affecting the very existence of the Burley Tobacco Society. The attorneys are D. L Thornton and L. A. Nuckols for the Board of Control; Wallace & Harris and Field McLeod for the American Tobacco Company. John Marshall, of Louisville, an attorney of the tobacco company, was also present.

The court's ruling was in favor of the society and declared that the American Tobacco Company cannot buy pledged tobacco.

Constitution Seed & Havana Cigars are the Best that can be made. Do you sell them?

A Good Pair to Go On . . .

Two of Our Popular Five Cent Brands. Our Goods are Made of Best Selections, Made Carefully, and Made to Duplicate.

Wolf, Neff & Co.

RED LION, PA.

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MANUFACTURERS OF ALL GRADES OF

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FOR THE WHOLESALE JOBBING TRADE

DISTRIBUTORS WANTED ON OUR SPECIAL BRANDS:

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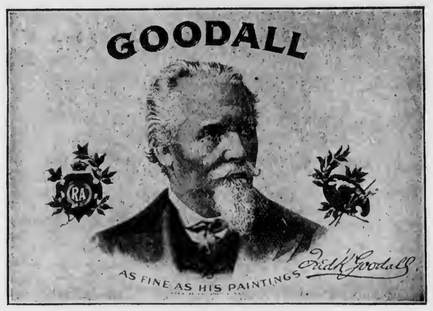
SAMPLES UPON REQUEST

W. A. LAHR

Wholesale Cigar Manufacturer



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Get our prices, and make a fair comparison
with those of other factories.

Correspondence invited with the Wholesale and Jobbing Trade.
Samples Free to Responsible Houses.

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Gieske & Niemann, Packers & Dealers in Leaf Tobacco

No. 204 South Charles Street
Baltimore, Md.

SCIENTIFIC STUDY OF TOBACCO

Views of Dr. Valentin Nalpasse, of the Paris Faculty of Medicine.

The man who smokes as he ought—and in the only way that tobacco was made to be smoked—need not fear his pipe nor his cigar. Jean Nicot introduced tobacco into Continental Europe, and after him we have the word nicotine. Since Nicot's days, says Dr. Nalpasse, in an article translated for the American Review of Reviews, the use of tobacco has been more than a habit or a pastime. It is a passion, a mania, if not second nature.

There are tobaccos and tobaccos, ways of smoking and ways of smoking. The Oriental exclaims "You people of Europe do not know how to smoke." Perhaps he is right.

"The Oriental knows all about tobacco. His supply is prodigious. It comprises every variety of fine tobacco, from the finest leaves to the most varied mixture of the different qualities. To some of the mixtures perfumes are added. For the man who smokes the narghileh, suave or sweet perfumes are mixed in greater or less proportion with the sharp, strong tombekqu. That complicated vehicle (the narghileh) is very hygienic. In it tobacco is grilled in a little metallic furnace. The smoke passes through a tube and through a vaseful of pure water, and through a second pipe to the lips of the smoker."

Tobacco, from the time of its introduction into Europe, met bitter opposition. Its enemies had always been as numerous as its friends, and a close study of its properties shows that, like all excitants, it has faults which if it is abused are dangerous to the physical organism. Says Dr. Nalpasse:

"But if tobacco is dangerous if it is abused, it does not follow that it is dangerous if treated as it should be treated and taken in a reasonable quantity. I am not attempting to encourage to smoke those who have not formed the habit of smoking, but it must be admitted that tobacco may be used without bad effects. It has no bad effects when used moderately by people who are in a condition to use it. It must not be used at all by people who have heart trouble or lung trouble. It must not be used at all by people who have any disease of the nervous system. In a word, it must not be used by any one who would be unpleasantly affected or who would be disturbed by a hearty meal. Under any of these very common conditions tobacco might be dangerous, and it is not necessary to say that, for many reasons of all kinds, tobacco must not be used in any form by growing children or youths."

Judged therapeutically, tobacco has an incontestible action on the intestinal canal, continues Dr. Nalpasse.

"Many people are forced to smoke at least one cigarette as an aperient before the morning meal; as an aperient, the most powerful diuritics are less effective than the after-dinner cigar. In some cases tobacco aids digestion by exciting the salivary secretion and so determining a greater activity of the gastric secretions."

After a very serious study of the properties and the effects of tobacco, Dr. Nalpasse says: "I conclude that there are no pernicious effects when tobacco is used moderately."

"Pernicious results follow immoderate, often foolishly excessive use of it. Smoked as it should be smoked, tobacco causes a man to forget his anxieties for a time. But even habitual smokers should avoid smoking on an empty stomach (unless they take this smoke as an aperient), and no one should smoke in his sleeping room. Three cigars a day, four at most, or their equivalent in pipe tobacco, ought to be the limit of the habitual smoker. The "colored" pipe, however artistically it may have been colored, is impregnated with nicotine, and therefore is not fit to be smoked. A colored pipe is fit for nothing but to feast the eyes. The smoker should throw away his pipe after the first few puffs. The cigar should be thrown aside when about three-quarters smoked—just so the cigarette. This is because nicotine, the alkaloid contained in tobacco leaves, does not volatilize until it attains 250 degrees, and as it is drawn with the smoke towards the mouth when the fire is near the mouth end of the cigar or cigarette there is danger; it is apt to be drawn into the mouth. Experienced smokers know that the first puffs of tobacco smoke are most agreeable, while the last of the smoke is distasteful and acrid. If it does not irritate the throat it casues the smoker to cough.

"The Japanese—probably they are alone in this—have seized the meaning of these last irritating puffs of smoke, and in smoking, as in every other act in life, they have taken hygienic precautions.

"I had occasion to study their method on board a Japanese warship to which I was invited fifteen years ago. Their tobacco is stripped in threads like hair, or, to put it better, as fine as cornsilk. This finely stripped tobacco is stuffed into an exceedingly small pipe, an the Japanese draws two whiffs—only two, no more. The sight astonished me and, noticing my astonishment, the surgeon explained to me that they smoked in that way to avoid inhaling the nicotine.

"As tobacco is noxious in proportion to the amount of nicotine held by it, a man ought to think seriously, before he makes his selection, of the origin of his tobacco.

"Analyses have proved that the Oriental tobaccos contain only a minimum quantity of nicotine. Western tobacco contains much more. The tobacco of Hungary contains 2 per cent. of nicotine, and that of Brazil, Maryland and Virginia contains quantities varying from 2.29 to 6.85 per cent. Tobacco marketed by Garonne holds the largest proportion of nicotine—nearly 8 per cent."

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Manufacturer of
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Red Lion, Pa.
Special Lines for the Jobbing Trade

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We have Something New In FOLDED EDGE SIGNS.

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Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

No. 240 Arch Street, Philadelphia, Pa.

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.

Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

LITTLE OR NO CHANGE IN HAVANA MARKET.

High Prices Demanded for the Stock of Leaf Remaining in Market, But Buyers Continue Very Shy.

Special Correspondence of The Tobacco World.)

Havana, Cuba, March 11, 1907.

Very little change can be reported in the market during the past week, as it seems that the present holders of Remedios tobacco of 1st and 2nd capaduras are still obstinate in meeting the views of the buyers in town, and for this reason transactions are hanging fire more or less. There has been only one house (which is on the point of dissolving partnership by the end of this month, and which, in order to facilitate the taking of stock and making its balance,) has made a concession in prices. The exact figures are not known, although the shading from previous rates must have been about 10 per cent.

everal important buyers from the United States have arrived here, but it seems so far that they have come more with the idea of posting themselves about the coming crop rather than to purchase to any extent of what is left here of the old crop.

As far as the new crop is concerned nothing particularly interesting can be ascertained, and while the quantity may be fairly large in the Vuelta Abajo and Partido, it is still impossible to say anything with accuracy as far as the quality of the same may finally turn out after the drying, sweating and packing processes are concluded. Some people seem to fear that there may be quite a proportion of the hated yellow leaves. In all probability the major part of the crop will be of heavier quality, and may need more time to cure before the cigar manufacturers will be able to use the leaf. The outlook in the Santa Clara province has not improved, as rain is still badly needed in several sections. However, if a few showers should fall there may be the same miraculous change which has taken place in the Vuelta Abajo region last month.

Sales

during the past two weeks foot up to 771 bales, of which 562 bales consisted of Remedios and 209 of Vuelta Abajo. American buyers are credited with having taken 522 bales, while the local cigar and cigarette manufacturers purchased 249 bales.

Buyers Come and Go.

Arrivals:—Emil Auerbach, of S. Auerbach & Co., M. J. Falk, of G. Falk & Bro., Alfred and Victor Ettlinger, of E. Hoffman & Sons, John W. Merriam and Isidore Weinbaum, of J. W. Merriam & Co., New York; Allie Sylvester, of Sylvester & Stern, New York and Havana; H. B. Roberts, of Tampa; John H. Swisher, of Newark, O.

Departures:—Charles C. Hoffman and Herman Tepper, for Chicago; H. B. Roberts, for Tampa; and John H. Swisher for Newark, O.

Havana Cigar Manufacturers

The independent cigar factories are still receiving all the orders they can possibly attend to, and they are working to their full capacity. The strike in the trust factories does not seem to be near any solution as yet, unless as it was stated to me, the independent manufacturers should come to the rescue of the trust, in cutting down their production to nearly half of what they are turning out at present. At the moment the strikers are collecting 10 per cent. of the earnings from the cigarmakers who are working in the independent factories; now if the latter should only earn half of what they are making at present, they would be unable to support the strikers, and in that case the strikers might come to terms more quickly. While there may be no love lost between the independents and the trust, and no desire on the part of the former to help, still this may be a matter of self preservation, as a victory of the strikers over the trust would mean a like demand by the cigarmakers in the independent factories.

H. Upmann & Co. have received some very high priced orders from Austria, as well as from England, although the calls from all consuming countries continue very fair for this house. They shipped 500,000 cigars during the past week.

Partagas is very busy, filling large orders for the United States.

Por Larranaga continues to experience a very active demand from the United Kingdom, as well as from the United States.

Sol is working along quite steadily, having a very good European demand, while the National Cuba Co. never fails to send good weekly orders from the United States.

Buying, Selling and Other Notes of Interest.

Sobrs. de A. Gonzalez closed out 162 bales of their holdings.

Emil Auerbach is reported to have purchased 200 bales of fine Semi Vuelta, and may possibly have also taken the same quantity of Remedios tobacco.

A. Acosta y Hno. sold 209 bales of Vuelta Abajo.

Sylvester & Stern have made some very large purchases in the Partido section of the very best vegas to be found. They have also been very active in selling quite a large quantity of their holdings to their Northern customers.

A friend of mine, who belongs to one of the largest packing firms, stated to me that he would do everything in his power so that the prices this year should be more within the reach of the cigar manufacturers, as he fully understands that the ruling figures are not alone very injurious to the cigar manufacturers, but also to the interests of the dealers and commision merchants. This refers chiefly to the Remedios tobacco, as he is convinced that there are substitutes in the United States, and that the consumption of Remedios is bound to suffer unless 1st and 2nd capaduras can be sold at moderate figures.

Rutherford Clear Havana Cigars are sold by successful dealers. There is a Reason.

ESTABLISHED 1844

H. UPMANN & CO.

HAVANA, CUBA.

Bankers and Commission Merchants

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MANUFACTURERS OF

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OFFICE: AMARGURA 1 HAVANA, CUBA.

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New York Office: 82 Wall Street Montreal, Canada: Board of Trade Building

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SUCCESSORS TO

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Growers, Packers and Importers of

Havana Tobacco

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NEW YORK 165 Front Street

PLANTATIONS and ESCOJIDAS:

In	VUELTA ABAJO	at	PUERTA de GOLPE
"	PARTIDOS	"	SANTIAGO de las VEGAS
"	REMEDIOS	"	SANTA CLARA
"	"	"	QUINTA CAMAJUANI
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FACTORY VEGAS A SPECIALTY

CHARLES BLASCO

Commission Merchant

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Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

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Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

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Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

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GUSTAVO SALOMON Y HNOS.

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Cable: ZALEZGON

Habana

BRUNO DIAZ — R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO — HABANA, CUBA

S. Jorge — Y. P. Castaneda

JORGE & P. CASTANEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

PARTAGAS

Independent Cigar Factory

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER — *Habana, Cuba*

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA — *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in Leaf Tobacco

FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" — Correspondence Solicited in English

HENRY VONEIFF — F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

PACKERS and EXPORTERS of LEAF TOBACCO

73 Amistad Street, HAVANA, CUBA

Branch Houses: 616 W. Baltimore Street, Baltimore, Md. — P. O. Box 433, Tampa, Fla.

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ

J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128 Cable: "JOMAGARCIA" HABANA, CUBA

Havana was turned upside down last Friday and Saturday through the arrival of several large commercial clubs from Chicago, St. Louis, Cincinnati and Kansas City. The keys of the city were delivered to them, they were dined and wined, and saw all the sights that were worth seeing.

Receipts From the Country

	Week ending March 9 Bales	Since Jan. 1 Bales
Vuelta Abajo	56	758
Partido		141
Matanzas		108
Remedios & S. Clara	23	4,575
Santiago de Cuba	171	1,269
Total	250	6,851

SPRING WEATHER IN BOSTON.

Heartily Welcomed by Business Men, Who Expect Better Trade Now.

[Boston Bureau "The Tobacco World"
19 Devonshire Street]
Boston, Mass., March 18.

The past few days have shown us a sample of genuine spring weather, the kind we all admire, and with it came an improvement in the business that was heartily welcomed.

Many of our prominent storekeepers have their window showings dressed a la Erin, on account of St. Patrick's Day, which this year falls on Sunday, and in consequence is being celebrated on Saturday, Sunday and Monday.

The large local cigar manufacturers have not yet started in as in former years to advertise extensively their respective brands. The Turkish cigarette and the pipe business is largely on the increase. The Ramleh is being advertised in the daily papers and is selling great, but I understand when the advertising is taken off it will drop flat again, just like the Mecca.

The Auto pipes are selling as well as ever, a new 25 cent one, called Auto Junior, made by Wm. Demuth & Co., has made its appearance.

All the pipe manufacturers have advanced the price on all their briar pipes, owing to the scarcity of briar root. I lean from a pretty reliable source, that the tobacco trust, which is also in business in the manufacturing of pipes, has been cornering the market in briar root for the past eight months, and has been a large buyer in all the foreign markets.

The United Cigar Stores Co. has just leased another piece of property on Washington street, in the down-town district. The Bromfield street store will be ready by April 1.

G. Weislow, with Hull, Grummond & Co., Binghamton, N. Y., is here again doing some tall hustling on the Flor de Franklin nickel cigar. Bieringer Bros. Co., the distributors, report a large sale on these goods.

Steve Ruth, of the Allen Tobacco Co., New York, was in town yesterday, and in the future expects to be here a day or two every week, as H. L. Ruth, who formerly had charge of the New England territory, will try conclusions with the Chicago trade, having been tranferred there for an unlimited time. Mr. Ruth has made many friends here, who don't like the idea of his going out West, but he has every one's best wishes toward making a grand success in his new territory.

RUTHERFORD CLEAR HAVANA CIGARS Are Popular
Because They Please the Consumer.

Klein's pharmacy has just taken on the Little Billy size of the William the Fourth brand.

L. Bendheim, of the pipe department of the Metropolitan Tobacco Co., is expected here on or about March 25.

J. Kroog, of Wm. Demuth & Co., received some nice pipe business on his rounds this week.

McGreenery & Manning are doing an extensive pipe buisness. Their March business so far is better than the total sales of January and February this year.

R. T. Moncure, "who was born in Virginia," is now selling the Murad cigarette here.

Jack Elliot has been transferred to Maine, where he has full charge of the cigarette department of the American Tobacco Co.

Henry Mackey, who recently worked on the Murads around Boston, is now in Kentucky, and J. Foley, who worked on the Ramleh here, is now in New Jersey.

There were many signs of activity going on at the White Rolls headquarters, 31 Central street, when I called there Saturday. Mr. Lea, although head over heels in work, managed to give half an hour of his valuable time to explaining the details of their campaign work. At present Mr. Lea has five salesmen under him and shortly expects to put on five more. The White Rolls are catching on nicely; the manufacturers are liberal advertisers and that does lots of good. The following Massachusetts towns were covered this week by the White Rolls salesmen: Lowell, by R. D. Carnes; Haverhill, by L. S. Woods; Lynn, by Geo. Farrant; Lawrence, by C. Morrill; Boston, by Yates Jones.

Max Herzog, representing the Royal Turkish Tobacco Co., New York, is here working on the Mushir, Attaman and other brands. Handsome clocks are being given to introduce their goods.

Both of Mandel's union cigar stores have been offering their patrons El Sobrano, a clear Havana cigar, at four for a quarter.

I understand that Ed Leader is at present out West working on the Mentor cigarette.

A. M. Pacholder & Co., Baltimore, Md., are placing on the market a new cushion top 10 cent package of short smokes, called St. Urban. The package is certainly making a hit, and if the quality of the cigarros is equally as good, it ought to be a winner before many moons.

Ben Ali.

UNION CIGARMAKERS MEET.

Harrisburg, Pa., March 16.

Representatives of 30 lodges of the Cigarmakers' Blue Label League, of Pa. met in convention this week in G. A. R. hall, on North Third street, to discuss measures in the interest of the League. J. P. Keenen, of Lancaster, is the president, and A. P. Bowers, of Reading, is secretary of the league.

OHIO TOBACCO GOES UP IN SMOKE.

Eaton, O., March 16.

Fire originating from a defective flue in the sweat room of Young Bros.' warehouse at Gratis, this county, destroyed $11,000 worth of tobacco this week. The loss is covered by insurance. The fire was extinguished with assistance from West Akron and West Alexandria.

PABLO PEREZ — CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

LUIS MUNIZ — MANUEL MUNIZ — HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

JOSE F. ROCHA,

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100,

Cable: "DOMALLES." HABANA, CUBA.

GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25,

Cable: "Tebenitez." P. O. Box 396. *HABANA, CUBA.*

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street, HABANA

Cable:—REFORM.

A. M. CALZADA & CO.

Packers and Dealers in Leaf Tobacco

and COMMISSION MERCHANTS

Monte 156, HABANA, CUBA.

P. O. Box, 595. Cable: "CALDA."

NDELSOHN — LOUIS A. BORNEMANN — HANN

Mendelsohn, Bornemann & Co.,

Importers of HAVANA TOBACCO

and Commission Merchants

New York Office: 196 WATER STREET — Havana, Cuba: MANUEL SUAREZ y CA., Amistad 80

Cable Address: DERBA. — Telephone: 1629 John.

WM. BADER

Importer of Havana Tobacco

4 Burling Slip, NEW YORK

A Specialty of HAVANA WRAPPERS and FILLERS at retail. Mail orders promptly filled.

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
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PHILADELPHIA, MARCH 20, 1907.

KEEPING WAREHOUSE RECORDS.

Following closely upon our opinions expressed in relation to the ruling of the Commissioner of Internal Revenue concerning the necessity of leaf tobacco packers keeping Record 59 at each and every warehouse, there was announced the final decision of the Commissioner, which is as follows:

"Referring to your several communications relative to the manner of handling leaf tobacco by persons in your district purchasing same from producers or others, and the matter of liability of these persons or firms to register as dealers in leaf tobacco and keep Book 59 at each warehouse where they receive, assort, pack, or store leaf tobacco, it is held that he or they shall register and keep Record 59 at at least one of such warehouses in each collection district, and in such book there shall be entered a record of all leaf tobacco purchased and received and sold, transferred and shipped, from the several warehouses within the same collection district.

"Each registered dealer in leaf tobacco is to confine his entries in Book 59 to transactions taking place from the several warehouses under such registration. Sales and shipments of leaf tobacco to himself as dealer in leaf tobacco or manufacturers in other places (districts) are to be entered in his book in your district, and the same will be accounted for by the leaf dealer or manufacturer to whom sold, shipped or transferred. For instance, a dealer in New York may own and operate several such warehouses in your district and, under this ruling, he will be required to register and keep Book 59 at one of these several warehouses, which will be regarded as his main office or place of business, but any sales made and delivered from these several warehouses on orders from the owner of the tobacco in New York or elsewhere, must be entered in Book 59 at the place of registration in your district, and not on Book 59 kept at any other place where the owner may be registered.

"Section 3360, Revised Statutes, requires dealers in leaf tobacco to enter in the prescribed book the number of hogsheads, cases and pounds of leaf tobacco purchased or received by them on assignment, consignment, or otherwise, and of whom purchased and received. From this it will be observed that the law requires the entries of the names of persons from whom leaf tobacco is purchased by them, farmers, or producers, or others. This being a provision of law no action on the part of this office, by regulations or otherwise, looking to its modification, is authorized."

The new ruling will be appreciated by packers operating several warehouses, who will no longer be required to keep a separate record at each warehouse, but may designate the one at which they prefer to keep their records; providing, however, that one record is kept in each collection district in which they may pack and store tobacco. In such book there must be entered a record of all leaf tobacco purchased and received and sold, transferred or shipped, from the several warehouses within the same collection district.

Virtually the decision is a complete victory for the National Cigar Leaf Tobacco Association, which strongly opposed the requirement of keeping Book 59 at every warehouse, as entailing much extra labor and expense upon them without any material benefit or advantage to the Government.

WISCONSIN GROWERS' PROFITS.

The year just closed will pass into history as the most prosperous one ever experienced by the growers of tobacco in Wisconsin. Whatever there is in store in the future for the dealers who now practically own the 1906 crop—whether it earns them a profit or a loss—need not concern the farmer, for his position is secure. He is already counting his profit and it amounts to something phenomenal when viewed in the light of recent statistics regarding the acreage, yield and price paid the producer.

Assuming that the statistics of the agricultural department are reasonably correct, let us estimate what the profits of last season's tobacco crop were to the growers of Wisconsin. It is generally conceded that the 1906 crop amounted close to 40,000 acres, yielding 1,275 pounds to the acre, while the average price paid growers is given at 13½ cents by the Government report. In other words, the gross receipts of each acre would amount to $172.12.

Deducting the cost of raising, which under the most conservative estimates cannot exceed $40 per acre and it is generally believed that most of the tobacco of the State is grown at a cost of less than $30 per acre, we have at least a profit of $132 on every acre produced in the State. This would mean an enormous total of $5,280,000 of clean, cold profits to be paid the tobacco growers of Wisconsin. No such profits were ever before paid to so small a number of producers in the West.

—The Waterloo Cigar Co., at Waterloo, Ind., manufactured 146,525 cigars in February and sold over 127,000. This firm is doing a good business.

THE TOBACCO TRADE IN PHILADELPHIA

For a few days the trade in this city was in high glee, but alas, it was for only a few days, when the elements again broke loose and once more caused an unwelcome interruption to retail business. On Saturday last business was elegant with all retailers, and when Monday had followed in another bright, sunny day, they became almost exuberant with joy. During the few fine days that were our good fortune, many of the store doors were thrown wide open, and the wholesome effect was plainly apparent. Box trade also took a jump, and helped to swell receipts magnificently.

Business with jobbers has shown a steady improvement for the past week, especially among those having a suburban trade. Even city trade is on the mend, and after the Lenten season shall have come to a close, some brisk times are looked for.

Manufacturers as a rule are comfortably busy, but only in a comparatively few cases is there an actual rush reported. In fact, just the contrary is the case in a majority of instances. There is some indication of a slight falling off in business, but it is by no means alarming, and with settled weather conditions, a much greater improvement is anticipated.

In our report last week of the meeting of the Philadelphia Leaf Tobacco Board of Trade we stated that H. W. Bremer had been named on a committee for the fostering of additional bonded warehouse facilities, but it should have been Morris Rosenberg who was named. We are also informed that the credit clearing house committee consists of but three members, viz. Calves, Young and Eckerson. Harry W. Bremer, although in Florida at the time of the meeting, was re-elected a member of the Board of Directors.

President Morris Rosenberg, of the local board has named the five delegates and alternates to attend the National Convention in New York, on May 6 and 7. They are as follows:

Delegates.—George W. Bremer, Jr., Julius Eckerson, W. H. Dohan, Julius Vetterlein, L. Bythiner.

Alternates.—J. S. Batroff, E. A. Calves, S. Grabosky, L. G. Haeussermann, S. Weinberg.

Arthur Hagen & Co. report that the 6 per cent New French little cigar deal, attached to Sovereign little cigars, is meeting with a big success and that some very large orders are being booked, because the special deal will expire on March 20.

Through the real estate broker operating the business of the United Cigar Stores Company in this city, all the papers were taken into confidence, and given to understand that the southeast corner of Tenth and Market streets was to be taken by the Cigar Stores Company, but it has proven a hoax, as the hatter has secured a lease on the corner store. There are, however, a dozen small stores now in the building proper, all facing on Tenth street, but the United people have shown so strong a preference for corner locations it is now thought likely that they will locate in those premises at all.

Nelson Eberbach, of A. B. Cunningham & Co., is now touring in the South among winter resorts, for the benefit of his health, and may not return for some weeks.

It is clearly shown that the cigar box manufacturing industry is not the most fertile field for operation just now, notwithstanding recent charges of a boxmakers' trust.

W. S. Haller, who has been engaged in the business for some 12 or 15 years and lately located at 413 Cherry street, was a few weeks ago forced to give up the struggle for success, when he found himself involved to the extent of about $7,000. He was well liked locally, and many expressions of regret are heard.

Gustav Werner, doing business at 260 North Lawrence street, as a cigar box manufacturer, is also down and out. Unfortunately for Werner, no one does not hear of much sympathy for him, but on the contrary there is expressed an opinion of doubt as to his good intentions, as he appeared to show little inclination to pay any one anything.

The business establishment of L. Greenwald, at 141 Market street, a cigar manufacturer and retailer, has been closed for several days, but it has not yet been learned what the difficulty is. Greenwald had been in business a number of years, and for a long time occupied the southeast corner of Second and Market streets, now one of the Moore's Cigar Shops. Subsequently Mr. Greenwald removed to 141 Market street, almost directly opposite his old location. More recently, however, the U. C. S. Co. also opened a retail store

(Continued on page 16)

Keyno
HAVANA SHORTS
2 oz. 5c.

Norristown
Tobacco Works
NORRISTOWN, PA.
Manufacturers of
Havana Shorts

Private Brands for Jobbers a Specialty
Samples submitted on application

Which Do You Prefer
The GENUINE, or
The IMITATION Wrapper?

Undoubtedly you wish the Genuine if you can buy it at the same price that you pay for the Imitation.

We Will Convince You

If you will order a few pounds as a sample, that we are selling a Genuine Sumatra Wrapper which is a Rich Chestnut Color and a Fine Burn,

At Only $2.55 a Pound.
Less For Bale Lots

L. G. HAEUSSERMANN & SONS

Importers, Packers, Wholesalers
and Retailers of
CIGAR LEAF TOBACCO

240 Arch Street Philadelphia

ERNEST ELLINGER & CO. *Office:* No. 161 Water Street, New York

Importers of HAVANA TOBACCO

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
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JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

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Importers & Packers of **Leaf Tobacco**

Telephone—346 John. No. 150 Water Street, NEW YORK.

Starr Brothers

IMPORTERS AND PACKERS OF **LEAF TOBACCO**

Established 1888. Telephone, 4027 John. No. 163 Water Street, NEW YORK.

M. F. SCHNEIDER

IMPORTER OF

Sumatra Tobacco

MES. CORNER KUIPERSTEEG AMSTERDAM. TELEPHONE, "377 JOHN." 2 Burling Slip, NEW YORK.

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IMPORTERS OF

SUMATRA TOBACCO

O. Z. VOORBURGWAL 227 Amsterdam, Holland. Cable Address: "HERE."

OFFICE: 183 Water St. NEW YORK

JOSEPH HOLZMAN

SUMATRA, HAVANA and SEED LEAF **Tobacco**

185 Water St., New York

JOHN W. MERRIAM & CO.

"At the Sign of the Bull Dog." New York

Real Habana Segar Makers and Importers

Habana Scraps and Cuttings for Sale

TOBACCO NEWS OF GREATER NEW YORK

New York Bureau of The Tobacco World

New York, March 19.

At the second inscription of Sumatra tobacco at Amsterdam on Friday last, about 5,000 bales were secured by American buyers, prominent among whom were A. Cohn & Co., 1,400 bales; American Cigar Co., 1,300 bales; G. Falk & Bro., 963 bales; H. Duys & Co., 525 bales; S. Rossin & Sons, 500 bales; E. Spingarn & Co., 320 bales; M. F. Schneider, 100 bales; F. & E. Cranz, 100 bales; Rothschild & Bro., 100 bales, and Leonard Friedman & Co., 100 bales.

The fact that again extremely high prices prevailed for Sumatra tobacco would not seem to indicate that the foreign wrapper was on the wane in its use in this country, but on the contrary, its more widespread use has brought the American buyers into so much fiercer competition with foreign manufacturers who are in the market for Sumatra that it has had a great deal to do with the prices being paid. This situation is augmented by the fact that the visible supply of domestic leaf is insufficient, and stocks of old Sumatra are also being reduced to a minimum.

H. Duys & Co. will in a few days be prepared to show samples of their early purchases out of hand. The house has secured up to date over 700 bales, all of the most desirable marks, having secured at the first inscription a lot of J. H. Deli, and at the second inscription, 400 bales Deli Ba My | T., an exceptionally desirable lot.

Lewis Cantor, of Leonard Friedman & Co., returned from Havana on Thursday last, and A. L. Sylvester, of Sylvester & Stern, is expected home today.

Howard E. Stevenson, with E. Rosenwald & Bro., is expecting to sail for home on the 20th inst., having attended two inscriptions with Benno Neuberger, of that firm.

Cigar manufacturers are beginning to find a little change in business conditions. That is to say, they are not so pressed to rush orders off as they were, by jobbing houses who were in need of more stock. It is accounted for in this way: trade with retailers throughout the country, and particularly in Western States, has been interfered with for some weeks past by bad weather and the almost impassible roads, and they did not order so heavily because they did not need it. Jobbers have been receiving large lots of goods, which had been delayed in transit, and now find themselves well stocked in many cases, hence theyare not ordering so largely. No particular alarm, however, has been occasioned, because the rapid approach of spring and its more favorable weather, is likely to soon have a wholsome effect, and only a temporary lull is anticipated.

Business with retailers has been greatly benefited by the past few days of fine weather, and in fact it could not be expected to be much better at this time of year. But from now ona much more lively trade is looked for.

The New York Journal of Commerce last week printed a rather interesting account of the growth of the cigar department of Austin, Nichols & Co., of this city. It was as follows.

"Oscar Hene, manager of the cigar business of Austin, Nichols & Co., reports a remarkable growth of the company's tobacco department within a year. During 1906 between 17,000,000 and 18,000,000, cigars were sold, a change again over the preceding year of over 6,000,000. Whereas the firm formerly bought only in comparatively small lots, it now controls the entire output of several factories. A year ago the entire sale of Havanas was not in excess of $40,000 a year, but in 1906 the sales of El Sidelo alone were $75,000, and of the Traveler brand not less than 7,000,000 were marketed. A year ago the firm employed in the tobacco trade three people and no special outside salesmen, while today there are nine salesmen on the road and seven clerks inside."

The business offices of H. Duys & Co. at 170 Water street, are now undergoing an almost complete transformation. Carpenters have been at work for some time making extensive alterations, and will leave the offices not only much enlarged but also greatly beautified.

Charles Landau, the United States representative of H. Upmann & Co., proprietors of the famous Upmann factory in Havana, has opened offices at 82 Wall street, in the Tontine Building, in a handsosmely appointed and furnished suite. From here Mr. Landau will direct the operations covering the United States and Canada on the Upmann and a few other high class lines of Havana made cigars.

Harry S. Rothschild has consented to act as chairman and president at the convention of retail cigar dealers, to be held at Madison Square Garden during the Tobacco Trades Exposition of next September.

Charles Spector, 119th street and Park avenue, a local cigar manufacturer, who employed about 20 hands, failed last week, with liabilities of about $2,700.

A. G. Kauffman & Co., 1228 Second avenue, makers of the well known Smokecraft brand of cigars, are putting out two new 10 cent seed and Havana propositions on the market. One is called Tuxedo Club, and the other Milo Standish.

Joe B. Wertheim, of E. M. Schwarz & Co., the Seventy-third street cigar manufacturers, has been keeping his factory busy with orders he sent in from the Western States.

The Wm. Baeder chain of stores, which were bought by the United Cigar Stores Co. some time ago, are now being converted in appearance, in conformity with the style of the U. C. S. Co.

George Schlegel, well known photographer, recently purchased a handsome country place at Westwood, N. J., where among other good things he acquired a large lake well stocked with bass.

Jacob Yahr, the oldest cigar manufacturer in Newark, N. J., died at his home, 153 Hamburg Place, last week.

Felix Eckerson, of F. Eckerson & Co., leaf dealers, Philadelphia, was a visitor in New York during the past week.

Dale S. Hill

A. COHN & CO.

IMPORTERS OF

Havana and Sumatra

PACKERS OF

Seed Leaf Tobacco

and

Growers of Georgia Sumatra

142 Water Street, New York

EDEN CIGAR FACTORY

of BANCES & LOPEZ HAVANA, CUBA.

Calixto Lopez & Co.

180 Water St., New York

Will receive and attend to orders.

Cigars made strictly of the very best VUELTA ABAJO TOBACCO

Established 1840. Cable "Nargil"

Hinsdale Smith & Co.

Importers of Sumatra & Havana and Packers of Connecticut Leaf **Tobacco**

125 Maiden Lane, NEW YORK.

EDMUND H. SMITH ERNE SMITH

T. J. DUNN & CO.

Makers of the

BACHELOR CIGAR

401-405 E. 91st Street, NEW YORK

INDEPENDENT CIGAR DEALERS!

The Sperry & Hutchinson Company's Certificate exactly meets the requirements of you who would make use of effective "Premium" advertising.

It costs less and assures your patrons more than any co-operative or individual plan yet presented to you.

They are redeemable in lots of **100** and upwards with the most complete line of premiums in existence. **1000** will be redeemed with a check payable to the order of any merchant in the United States for **$2.50** worth of merchandise.

For particulars, address

The Sperry & Hutchinson Co.

THOS. A. SPERRY, Pres.

Fully Paid-up Capital, $1,000,000.

Home Office, New York City.

Philadelphia Office: No. 1307 Arch Street.

JOSH BILLINGS

5c. Cigar

"There hain't none better than the best."

—JOSH BILLINGS.

This Is the Best.

A cigar of merit with a push behind it.

The Best Little Cigars ever offered the American public.

Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship.
Finest package.

I. LEWIS & CO.

Makers,

Established 1870. **Newark, N. J.**

Z. JOHN NORRIS,

Manager of the Philadelphia Office,

111 Market St.

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

1903-4-5 Zimmer Spanish, 1905 Gebhardt, 1905 Dutch, 1905 Connecticut, etc.

Established 1890

Emory Martin

E. S. SECHRIST

Dallastown, Pa.

Manufacturer of

Fine and Common CIGARS

Capacity, Twenty Thousand per Day

Wisdom on the Label
Wisdom in the Cigar

A 5c. Smoke that is so Good It is Bound to Repeat

Ohmit & Kraft
East Prospect
Pa.

Cigars of Quality Sell and Repeat.

Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

at the southwest corner of Second and Market streets.

Bayuk Bros. Cigar Co. is distributing some neat new A signs about town, advertising their Havana Ribbon 5 cent cigars. The signs have a back ground of deep blue with the lettering in brighter colors making an attractive contrast.

John H. Boltz, of Boltz, Clymer & Co., recently returned from Havana, and is now busily engaged in the accumulated correspondence needing his personal inspection.

Dohan & Taitt report a noticeable improvement in business during the past ten days. Some strong inquiries are being received for goods, and altogether a far more wholesome condition of trade seems to exist.

Herman Vetterlein, a son of Julius Vetterlein, the widely known importer and packer of leaf tobacco, is still in Havana, where he is making a special study of the tobacco industry, as well as the Spanish language. He will be away some weeks yet.

Jacob Labe last Friday cabled B. Labe & Sons that he had purchased 125 bales of Sumatra at the second inscription, held in Amsterdam on the 15th inst.

Arthur Loeb has cabled his safe arrival in Amsterdam, although a stormy voyage was encountered. He will remain during the remainder of the spring inscriptions.

Chas. Crawford, a buyer with Dohan & Taitt, has been confined to his home by illness for some time, but is now on the road to rapid recovery, and will soon be about as usual.

Hipple Bros. are now buying and packing Lancaster county tobacco. Fred Hipple, of that firm, is now in Lancaster.

There have been but a few visiting leaf men in town this week. Among them was Sydney J. Goldberg, of S. L. Goldberg & Sons, Havana importers, New York.

The Heavenly Twins were in evidence again this week, as was also the versatile Max Herzog.

Enraged because his employer, Samuel Lipshutz, cigar manufacturer at 1237 Filbert street, had discharged him, George Williams, a colored man of all work in the factory, turned loose with a revolver at 10.30 o'clock Tuesday morning, in a room on the fourth floor where 25 girl cigarmakers were at work. Williams fired first at Mr. Lipshutz, but fortunately missed him, then the weapon was turned upon Robert Hunt, one of the workmen, and then upon Simon Nefsky, the foreman, but no one was harmed by the shots.

Before any more shooting could be done, Hunt sprang on Williams and threw his arms around him, catching the arm that held the pistol. Meanwhile the screams of the girls reached the ears of several men downstairs, some of whom went up to the factory while others called an officer. The latter found Williams in the grasp of Hunt, and disarmed the would-be murderer and took him to the Sixth District Station House, where he was held on charges of aggravated assault and battery and assault and battery with intent to kill.

PHILADELPHIA LEAF MARKET

There is so little change in the leaf market that it is scarcely worthy of note. There is some movement of goods, but it is almost wholly in small lots, so that business on the surface would seem to be dull, and yet it is reported by some of the larger handlers that inquiries have become much more numerous, and from the tenor of the correspondence received there would seem to be some indication that manufacturers are beginning to grow restless lest they find themselves unable to replenish depleted stocks. The figures now prevailing, if at all, favor these things have no doubt had the effect of firmly maintaining old prices.

The Sumatra market is also in an unrestful state, and not a few prospective buyers are awaiting the arrival of new goods, before making their final selections. New goods should reach here by the end of the present month, when the tension should be somewhat relieved.

The Havana market is practically unchanged, sales have been of small volume and prices remaining firm.

SPECIAL NOTICE.
(12½ cents per 8-point measured line.)

To Manufacturers of Cigars:

If you have any

Cuttings, Scraps or Siftings

to sell, write us.

We are at all times in the market as Cash Buyers of all these products.

EDWIN L. KOPPELMAN CO.
7-6-1h 81 Pine St., New York.

New York, March 6, 1907.

NOTICE is hereby given that the firm of Kohlberg Bros. & Ruthenburg has this day been dissolved by mutual consent, by the withdrawal therefrom of Walter J. Ruthenburg.

The business will hereafter be continued by Wm. W. Kohlberg, trading as Wm. W. Kohlberg & Co.

Kohlberg Bros. & Ruthenburg.
William W. Kohlberg.
3-13h Walter J. Ruthenburg.

FOR SALE.—Nice lot of 75 hogsheads good heavy Kentucky broken leaves and scraps suitable for making smoking tobacco. Also, nice old, well sweated, well-sized cigar fillers and wrappers.
Buckner, Dunkerson & Co.
7-11tf Louisville, Ky.

WE PURCHASE Cigar Molds—in desirable shapes—such as No. 16,261, No. 8,832, No. 8,569. Write us, stating what you have and the quantity.
Winget Mfg. Co., York, Pa. 12-1t

TO RENT.—Upper floors for storage purposes. Apply 121 N. 3d St. 2-6

CIGAR RIBBONS

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain

Largest Assortment of Plain and Fancy Ribbons

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.
36 East Twenty-Second Street, NEW YORK

STILL RECEIVING TOBACCO IN YORK.

But Differences of Opinion Will Crop up Now and Then.

York, Pa., March 18.

There are now some indications that the trade among cigar manufacturers is not going to be quite so brisk this month as it was during January and February, although no great slump is anticipated.

Leaf men are not particularly busy, but on the contrary are complaining a little of a comparatively dull market, perhaps forgetting that they all had a rather phenomenally good business last year, and that they cannot expect it to last forever, without at times having some little interruption as a diversion. Jobbers say that the classes of leaf for which there would be ready sale are not so easily obtained, because of an apparent scarcity and the consequent high prices. For the classes that are more plentiful, there is not now a demand.

The apparent shortage of Florida is affecting manufacturers' plans somewhat, particularly those who find themselves unable to secure as much of a supply as they believe they might require.

Constitution Seed and Havana
stands for Quality and Workmanship.
Remember that.

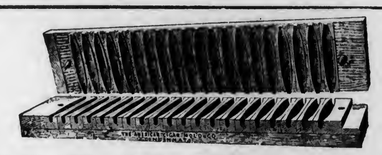
Connecticut tobacco is selling again in this section, and several manufacturers purchased small lots during the past week.

Packers are still receiving new tobacco and some lively scraps are also occurring. One of the most lively scrimmages that has occurred yet happened at Goldsboro, this county, some days ago, when tobacco was being received for I. H. Weaver by his representative, Alex Mowery. The tobacco had been bought by C. G. Willis and Sam. Roseman, of York. Mr. Weaver, it appears, had agreed to take it at a certain price, provided the tobacco was delivered in a certain desirable condition. A receiving day was appointed, and numerous wagon loads of tobacco arrived at the station. Both Willis and Roseman were on hand, but when only a comparatively small portion of the tobacco had been received, Mr. Mowery decided he could not take any more of the tobacco of that kind and promptly closed up the car. This action was resented by the farmers, but having no recourse against Mr. Weaver's representative, they demanded an explanation from Willis and Roseman, who had originally bought the tobacco, and they were the persons on whom any demands could be made. Their attempted explanation seemed to only more anger the farmers, who pounced upon the

MARCUS JASKULEK
Packer and Dealer in
Leaf Tobacco
Nos. 812, 814, 816 East Third Street
Dayton, Ohio.

Joe Endress, Jr. A. C. Kercher

Pioneer Leaf Tobacco Co.
Germantown, Ohio
Packers of CIGAR LEAF TOBACCO



High Grade Cigar Molds
in any shape, at lowest prices.
CIGAR MANUFACTURERS' REVENUE BOOKS
25 cents each; postage prepaid, 30 cents.
The American Cigar Mold Co., Cincinnati, O.

W. H. SNYDER & CO.
Windsor, Pa.

Manufacturers of Popular Brands of

Fine and Medium Priced Cigars

Correspondence with Wholesale and Jobbing Trade only invited.
Particulars cheerfully given to responsible inquirers.

Our Leaders Include:

Honeysuckle, Rose Show,
Jumbo, Libby Dear,
Verelda, Charles Fay,
Carisima, Gov. Pattison,
Model American, and Others.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE 5c. CIGAR FOR

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

W. W. STEWART & SON

Reading, Pa.

Makers of the

JOHN HAY

LADY HELEN

10c.

JOHN HAY, Jr.

ELI PERKINS

5c.

High Grade Seed and Havana Cigars

Correspondence with Responsible Houses Solicited

L. J. SMITH & CO.

Wholesale Cigar Manufacturers and Dealers in Leaf Tobacco

Red Lion, Pa.

With Specially Designed Bands.

and PAN ANNA

5c. Cigars

TWO HAVANAS

Two for Five Cents

Correspondence with Responsible Houses solicited.

Private Brands made to order.

J. F. REICHARD

Wholesale Dealer in

LEAF TOBACCO

of All Grades

Craley, Penna.

SMITH BROS.

Brokers in Domestic and Imported LEAF TOBACCO

No. 17 Charter Street, Dayton, O.

Ohio Goods Our Specialty

buyers and administered a sound thrashing. In fact for a short time their very lives seemed to be in danger, but both finally managed to make good their escape, and, so it is stated, they have not been heard of in Goldsboro since.

Jacob A. Mayer & Bros., of West York, are bringing out some new goods this spring.

The Merchants Cigar Co. has made some good progress since the first of the year on their Nat Wills 5 cent brand. This brand has been a good seller in the South and Southwest, but it is being now successfully introduced in the Eastern States.

Charles Klein has succeeded to the retail and jobbing cigar business at 7 West Market street, his brother having a couple of weeks ago left for the West, where he may engage in business.

August Sonneman is now packing some of the 1906 goods.

H. F. Kohler, at Nashville, is booking some good sized orders for his leading nickel brands. The products of his factory are among the best selling cigars in the local trade, and a specially good run is experienced on his 144 and Home Run brands.

The Dallas Cigar Co., at Dallastown, is having a fine trade and a steady force is employed. Salesmen now are meeting with encouraging success.

W. R. Daugherty, of W. R. Daugherty & Bro., at Dallastown, had been laid up for some days, but is again about as usual. During the illness of W. R. his brother Charles was looking after the Rye factory, opened by them last fall. They are now pretty busy.

P. C. McCoy has returned to Dallastown, and it is expected that he will soon again enter the cigar manufacturing business, as some of his friends are urging him to do.

S. D. Kauffman, of the Habille Cigar Factory, has purchased from George W. Conway the Paul Hayne label, and will hereafter manufacture goods under that brand.

The Belmont Cigar Co., at Red Lion, of which J. E. Detweiler and A. C. Frey are the principals, is getting nicely under way. They have taken over the principal brands of Bockinger & Co., who are now out of business.

One of the largest scrap tobacco factories in this section is to be added to the industries of Red Lion by Dr. J. M. Hyson and Edward Mate. A strip of ground for the purpose was purchased last week, along the M. & P. railroad east of Main street, with a frontage of 72 feet and a depth of 200 feet. The building, which is to be only one story, will occupy almost the entire ground purchased, and be equipped with the latest improved machinery for making scrap tobacco. A forty-horse power engine will be installed. Work on the building is to started as soon as possible. Mr. Mate will have charge of the new factory.

The State Seal Cigar Co., at York, will build a new cigar factory in that borough, and a contract has already been given for its erection.

Charged with robbing the cigar store of W. M. Knaub, North George street, York, Arthur Meter, of South Newberry street, was arrested by Deputy Sheriff Borgel and Constable Weigle. Meter is charged with gaining an entrance to the Knaub store and taking several valuable pipes, fountain pen and other articles, valued at $25.

The York boxmakers see a glimmer of hope ahead, so far as ability to secure cigar box lumber is concerned, although it is still the general opinion that the price of cigar box lumber will remain high. Since the destruction by fire some months ago of one of the biggest plants in the country, which supplied most of the cigar box lumber to the box manufacturers, this lumber has been exceedingly scarce. While boxmakers did not quibble about prices to any extent, they could not get enough material to keep their factories going all the time. The big plant has been rebuilt and has resumed operations, hence it is expected that the demand will be met in a short time, but that prices will not go down. This was the principal topic for discussion at a meeting of York box manufacturers held last week.

N. Y. STATE PACKERS INCORPORATE

Elmira, N. Y. March 16.

A certificate of payment of one-half the capital stock has been filed in the County Clerk's office by the tobacco firm of Goff & Mather. The capitalization of the company is $100,000 and $62,000 has been paid in.

JOBBING HOUSE AT FREEPORT, ILL.

John S. Sacker is opening a new cigar jobbing house at Freeport, Ill., with headquarters in the Hettinger block. He will make a specialty of the brands of Landfield & Steele, of Chicago.

Rutherford, Constitution, Hunter—a strong trio.
El Draco Cigar Mfg. Co., Philada.

J. B. MILLEYSACK

Manufacturer of

Fine Havana Hand-Made **CIGARS**

No. 821 Lake Street

LANCASTER, PA.

Correspondence with the Jobbing Trade solicited.

ESTABLISHED 1889 INCORPORATED 1902

A. B. HESS CIGAR CO.

SUCCESSORS TO

J. E. Sherts & Co.

LANCASTER, PA.

Manufacturers of

High Grade Seed and Havana

Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

The Gilt Edge Cigar Box Factory

J. FRANK BOWMAN

51 Market St.

Lancaster, Pa.

CIGAR BOXES
SHIPPING CASES
LABELS, EDGINGS, RIBBONS

Cigar Manufacturers' SUPPLIES

of All Kinds

Daily Capacity, Five Thousand Boxes

W. H. RAAB & SONS,

MANUFACTURERS OF

High Grade Cigars.

CAPACITY 75,000 PER DAY

DALLASTOWN, PA.

Move Your Tobacco on

Box Truck

USED BY

Leading Tobacco Dealers

BUILT AND SOLD BY

The Wm. F. Kramer Co.

DAYTON, OHIO

Geo. W. Conway

DALLASTOWN, PA.

Manufacturer of

Nickel & Medium Price

CIGARS

For Wholesale and Jobbing Trade

E. RENNINGER,

Established 1889.

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

Lithographers and Printers 322-326 E. 23RD ST. SAMPLES & PRICES FURNISHED UPON APPLICATION

IN STOCK AND TO ORDER **Krueger & Braun** NEW YORK CIGAR LABELS and BANDS

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE

Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.

A Card Will Bring More Information and Prices.

Chaskel Chemical Works

265 West Broadway, New York

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphi Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

HAVANARINE

helps to make good cigars. Are you using it? if not, why? Write us for sample and full particulars.

Tobacco Improvement Co.
504 Ninth Street, N. W.,
Washington, D. C.

O. L. SCHWENCKE LITHOGRAPHIC CO
CLARENDON ROAD & E. 37TH ST. BROOKLYN, N.Y.
FINE CIGAR LABELS
BANDS & EDGINGS
PRIVATE BRANDS OF ORIGINAL DESIGN
CHICAGO BRANCHES SAN FRANCISCO

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

FEW SALES IN LANCASTER.

Dealers and Manufacturers May Look and Ask Prices, But Do Not Buy.

Lancaster Pa., March 18.

The local leaf market is in a truly lethargic condition, so far as the sale of old goods is concerned, and the market is inactive only because of the high prices prevailing.

Dealers and manufacturers are willing to look at goods, but when the price is learned there comes a sudden halt in negotiations. Manufacturers seem thoroughly imbued with the idea that prices must and will come down, and therefore those who do buy at all, buy only in the smallest of quantities with a view to tiding them over what they now regard as the crucial period in the high water mark of prices. On the other hand stocks in dealers' hands are after all not so very large, and most of them are in a position to hold it indefinitely if need be, and much depends on the manufacturers' ability to hold out longer than the leaf men can, yet some leaf men would no doubt sell out with but a small margin of profit if the real opportunity came.

Deliveries of the new crops to the warehouses continue, and so do the troubles that came with the beginning of the receiving season, all on account of the condition of the crops when offered at the warehouses. But the troubles are abating somewhat.

There has again been considerable tobacco purchased during the week, but it has been around the 14 cent mark, and not a single instance has been heard of in which the old price of 16 cents was paid.

There is already considerable talk concerning the 1907 acreage, and many rumors, of as many phases, are current. Some are to the effect that owing to heavy dockage farmers in some sections are ready to revenge themselves by cutting down their acreage in an effort to keep prices up, if not to almost entirely abandon tobacco raising. This report is not very seriously looked upon as being the farmers' real intention. In some sections it is reported that farmers contemplate an increase in acreage.

All things considered, it would seem reasonably likely that farmers will endeavor to raise as much tobacco this year as last, or at any rate as much as they can house for the curing process, and all the talk of short crops for revenge is just so much talk, and need not be taken seriously at this time, for it is yet to be shown that a single responsible buyer has either refused a crop, or docked the farmer any, unless he had a justifiable cause for his action. Farmers are bound to consider these things a second time before attempting to curtail raising the most valuable product of their farms. It is possible, however, and hoped the greater care will be exercised by the next year to first see that their crops are properly prepared for market, and secondly that they sell to responsible buyers only, who will do all they agree to do, if the farmer has done his share.

The cigar industry generally is poor good, although I hear that at Newmanstown some hands are being laid off, but it is thought that this is only temporary, as the factory is known to be one of the most successful and generous one of the busiest in the county.

Dr. John F. Mentzer, of A. F. Mentzer & Sons, at Ephrata, has for several weeks past been suffering severely from an attack of grip, which affected the ciliary muscles of his eyes to such an extent as to interfere greatly with his sight and thus causing him much trouble. A specialist has been consulted, who pronounces the affliction only temporary and says with the exercise of much care for several weeks the sight will again become normal.

R. E. Jacoby, of Rothsville, who has been buying tobacco for the S. R. Mow Cigar Co., at Lancater, has been receiving considerable of the crop during the past week and shipped it to Lancaster for packing. One farmer is re-

HUNTER BEST FOR A NICKEL
is all to the front; made by
EL DRACO CIGAR MFG. CO., Philada.

A. HUSSEY
LEAF TOBACCO

THE BEST ORGANIZED
MOST COMPLETE AND
LARGEST MAIL ORDER
LEAF TOBACCO
ESTABLISHMENT IN
AMERICA

NEW YORK
CHICAGO
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Telephone Call, 432—B
Office and Warehouse:
FLORIN, PA.
Located on Main Line
of Pennsylvania R. R.

E. L. NISSLY & CO.
Growers and Packers of
Fine Cigar Leaf Tobacco
Fine B's and Tops Our Specialty
Critical Buyers always find it a pleasure to look over our Samples
Samples cheerfully submitted upon request
P. O. Box 96

W. R. COOPER & CO.
Packers of
Penna. Broad Leaf
Dealers in
All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

J. K. LEAMAN,
Packer of and
Dealer in
LEAF TOBACCO
138 North Market St.
LANCASTER, PA.
United Phones

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

J. W. BRENNEMAN
Packer and Dealer in
Leaf Tobacco
Packing House, Millersville, Pa.
Office and Salesrooms,
110 and 112 West Walnut St.
LANCASTER, PA. United Phones

B. F. GOOD & CO.
PACKERS and DEALERS IN Leaf Tobacco
142 N. Market Street,
LANCASTER, PA.

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

The York Tobacco Co.
Packers and Jobbers in
All Grades of
LEAF TOBACCO
Office and Warehouse, 15 East Clark Avenue
Manufacturers of
Cigar Scrap Tobacco
York, Pa.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We Make SCRAP Filler, Ready for Use
York, Pa.

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO
Jobber in Sumatra, Florida Sumatra and Havana
Lemon and Arch Sts. Lancaster, Pa.

and THREE CUBANS
MANUFACTURED BY
Central Cigar Company
LEWIS SMITH, Proprietor
Forbes and Marion Streets, **Pittsburg, Pa.**
Wholesale and Jobbing Trade solicited.

UNION MADE — SOLD ON ITS MERITS

TOM BAINES

Nickel Goods.

Strictly a First Class Article—Equal to Any Union or Non-Union Cigar on the Market—Probably Better, You to Judge—and Prices No Higher than Others.

Factory 1898. First District Penna.

H. G. Burky, Maker, Reading, Pa.

UNION MADE — BLUE LABEL USED

H. G. BARNHART
Cigar Manufacturer
Springvale, Pa.
One of Our Leading Brands:
Cuban Duchess
Only High Grade Tobacco Used
Cigars always duplicate

All Jobbers Who Handle Travellers Tips

Say it Always Moves Well
"A Good Five Cent Cigar"
Abbott Cigar Co.
ABBOTTSTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

H. F. KOHLER
Nashville, Pa.
Maker of HIGH GRADE, HAND MADE
Seed and Havana and Fine Nickel Cigars
For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited

to have received $1,684.16 for his crop.

Chas. J. Lederman, leaf packer, has recently returned from a tour of inspection through New York State and Connecticut, in which States he bought considerable tobacco, and is still busy packing. Some Connecticut tobacco which is coming through force sweat is turning out very beautifully, and Mr. Lederman states that there is a good demand for this tobacco now on account of the high price for Florida tobacco, andthe use of Connecticut is again coming into greater use.

HEAVY RECEIPTS OF BURLEY.

Owensboro, Ky., March 15.

Probably a larger per cent. of the local tobacco crop has been delivered in Owensboro than was ever delivered at a corresponding date in any previous year. Only comparatively small quantities of tobacco are now in the barns of the producers.

Two elements have contributed to the early delivery of tobacco. In the first place, seasons during which tobacco could be properly handled have been frequent and growers have been able to get their tobacco in shape for early delivery. Another very potent factor has been the high prices. Usually a large per cent. of the growers hold the tobacco, hoping for better prices, but now prices are generally satisfactory, and there has been no holding back of tobacco.

An independent tobacco merchant, who is in close touch with nearly all of the buyers, estimates that 22,200,000 pounds of 1906 tobacco has been delivered in Owensboro. His figures follow:

American Tobacco Company, 5,000,000; Home Equity, 4,000,000; Louisville Equity, 4,000,000; J. M. Vaughan, 2,500,000; Imperial Tobacco Company, 1,500,000; Gallagher Limited 1,250,000; W. E. Whitely, 1,000,000; combined purchases of eight other dealers, 1,950,000.

As a matter of course, a large part of the tobacco delivered was not grown in Daviess county. A great deal of Indiana tobacco is sold in Owensboro or brought here after being rehandled. Large quantities are delivered here from Hancock, Ohio, McLean and Henderson counties. A larger number of merchants are handling tobacco in Owensboro this season than for several years past. Beside the Equity houses and the three big companies, ten independent firms are in the trade. Practically every rehandling house in Owensboro is filled.

PATENTS RELATING to TOBACCO, Ete.

845,847 Tobacco pipe; George Boston, Chicago, Ill.

846,314 Match box; Henry M. Kebele, Westford, Mass.

846,734 Tobacco cutter; Napoleon Du Brul, Cincinnati, O.

846,650 Cigar cutter; James E. Ellis, Plymouth, Ind.

846,658 Cigarette box making and packing machine; Felipe Giroud, New York City.

846,743 Cigar cutter and nail clipper; George Havell, Newark, N. J.

846,683 Match dispensing box; George H. and W. C. Moore, Morgantown, W. Va.

846,684 Cigar lighter; James E. Moore, Portland, Ore.

846,756 Match safe; Edward M. Newell, St. Vincent, Minn.

BRBANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars

JOHN D. LONG
OFFICE: No. 118 Mifflin Street — Manufacturer of **Cigars** — FACTORY: Cor. Maple & Plum Aves.
Lebanon, Penna.
A Specialty of Private Brands. Telephone Connection Samples Sent to Responsible Houses.

HERMAN DELLE
York, Penna.

Maker of
Delman 10 and 5c.
Herdel 5c.
Alex. Martin 5c.
UNION MADE
CIGARS
Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

GEO. W. PARR
Manufacturer of FINE CIGARS
Littlestown, Pa.
MAKER OF
5c. **THE FERNSIDE** 5c.
Sold to the Jobbing Trade only
Correspondence invited

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—*The* **Bear, *The* Cub, Essie, and Matthew Carey**

W. R. DAUGHERTY & BRO.
Manufacturers of
Fine Domestic Cigars
Dallastown, Pa.

HIGHEST QUALITY
FINEST PACKAGES
Wholesale and Jobbing Trade only.
Correspondence with Active Houses Invited

C. E. MATTINGLY & CO.
Manufacturers of
High Grade
Union Made
5c. Cigars
FOR THE
Wholesale Trade Only
Union Chief
Supreme Union

McSherrystown, Pa.

R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade Seed and Havana Cigars
Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited.

El Ono
Union Made
5-Cent Cigars
are as Good as Cigars Can be Made
Chas. A. Oberly, Maker
LEBANON, PA.

Established 1870 — Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

INCREASE YOUR PROFIT!
Columbia Straight Will Do It.
We bought a large supply of Good Havana and Domestic Tobacco at the right time.——We are located where Good Workmen can be had at Fair Prices.
These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.
Fred Schlaeger & Co., Columbia, Pa.
Samples on application.

Cuban Licorice Casing Wine
Is no longer an experiment, and your trade will be affected unless you fall in line and use this
HELP TO MODERN CIGAR MAKING.
Acme Extract and Chemical Works
E. G. ECKERT, Proprietor. Hanover, Pa.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Houses

They Smoke It and Come Again

BLEND, QUALITY and WORKMANSHIP to Please the Most Critical Smokers
Manufactured for Jobbing Trade Only
The Toedtman Cigar Co.
Makers of the Highest Grade of 5c. Cigars Exclusively
MIAMISBURG, OHIO.

The American Tobacco Co.

Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug

They Please All Tastes

Always Uniform and Reliable

IMPERIAL TOBACCO AFFAIRS.

Annual Report Shows Steady Growth in the Business.

At the recent annual meeting of the Imperial Tobacco Company at Bristol, England, the annual report submitted showed a steady growth in the company's earnings. Dividends which began at 4 per cent., then went to 6 per cent. and later to 8 per cent., this year rose to 10 per cent. on the deferred shares, free of income tax. In addition, £100,000 was set aside for the compensation fund, £250,000 to the general reserve (raising it to £1,000,000) and £126,000 for distribution among customers as a bonus. The rise in the price of raw material, however, it was stated, might lead to a diminution of profits in the next few years. Passing mention was made of the successful resistance of the Imperial Company to the attempt of American capitalists, with from £2,000,000 to £3,000,000 behind them, to obtain control of the tobacco trade in Great Britain.

The fair value of the deferred ordinary shares, until the next annual meeting, was placed at 26s per share, plus interest at 5 per cent. The meeting resolved to pay on March 1, the half-year's dividend on the 6 per cent. preferred ordinary shares, as well as the 10 per cent. dividend, free of income tax, on the deferred ordinary shares. E. Chaning Wills, H. W. Gunn, W. R. Harris and W. C. Reed were re-elected directors, and William Plender, auditor.

HUNTER 5c. Cigar
is successful with successful dealers.
El Draco Cigar Mfg. Co., Phila.

Leaf Tobacco Markets.

BALDWINSVILLE, N. Y.

The market is quiet with only a few sales reported. The warehouses are still open. Taussig & Co. expect to keep their warehouse open until the middle of May.—Gazette.

CONNECTICUT VALLEY.

The week has been a dry one as regards sales in this vicinity. Hardly a sale has thus far been reported to me. I have heard of but one man riding in this part of the county, a local buyer in this neighborhood, and so far as his buying tobacco he might have saved horse flesh and feed, for he could not persuade any farmer to part with his tobacco at the prices which he could offer, either for cased goods or in the bundle.

The truth is that the farmers in this vicinity think that they have a wrapper crop of goods instead of a binder crop, and they will not be satisfied with a binder price. During the past week I have visited two assorting shops, and have had a chance to examine the tobacco with a view to discover, if possible, the real status of the crops upon which they were then working, and I was not surprised to find they [illegible] both working on the same lines, [illegible] is, they were both saving out [illegible] for light wrappers, besides two or [illegible] grades of binders and some [illegible] But the binder piles were small [illegible] the piles of dark wrappers, [illegible] goodly showing of light and [illegible] wrappers.

Our correspondents write:

North Hatfield, Mass.: "In connection with some of the farmers [illegible] express the opinion that there [will] be much increase in acreage this [year]

J. H. LIEFTINCK & ZO[illegible]
Sworn Tobacco Brok[illegible]
Office and Sample Rooms:
Brakke Grond and Frase[illegible]
AMSTERDAM, HOLLAND.

STOKHUYZEN & BR[illegible]
Sworn Tobacco Broke[illegible]
Office and Sample Rooms:
Nos. 84–86 (Opposite Fras[illegible]
AMSTERDAM, HOLLAND.

NIENHUYS & HESTERM[illegible]
Sworn Tobacco Brokers
Brokers to the Deli Maatschappy
AMSTERDAM, HOLLAN[illegible]
Office and Sample Rooms:
87 Rokin & 100 Nes, opposite Fran[illegible]

COLOR and CANCELLING STAMP[illegible]
LEAD SEALS & STENCILS
Quaker City Stencil & Stamp W[illegible]
Incorporated
234 Arch St., PHILADELPHIA, [illegible]

E. S. SECHRIST
Dallastown, Pa.
Manufacturer of
Fine and Common Cigar[illegible]
Established 1890.
Capacity, Twenty Thousand per Day

YOU ARE LOSING MONEY.
? HOW ?
BAD ACCOUNTS.
Charging them off to profit and loss.
Paying Collection Agency Fees.
Paying Membership fees.
"DO-IT-YOURSELF"
The "Do It-Yourself" collection outfit is a system whereby you collect your bad accounts YOURSELF and do it in the same way that it is done by Collection Agencies, only BETTER.
? WHY ?
It is a better system.
It is easier to operate.
It keeps the accounts in YOUR OWN HANDS.
It brings the money to YOU.
It saves Collection Agencies fees.
It saves Membership fees.
It saves getting into the hands of unreliable agencies.
Price $1.00 Postpaid
Each outfit contains everything necessary to collect 50 claims.
MONEY REFUNDED if on receipt you are not perfectly satisfied.
ORDER TO-DAY
United States Collection Agency
Suite 19, 163 Randolph Street
Chicago, U. S. A.
Agents Wanted Write for proposition

Wm. STEINER, SONS & CO.
Lithographers.
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540-550 W. 58TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC, SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal printed Labels

Weidman Bros. & Moyer
Manufacturers of
Cigar Boxes
Special Attention to GOLD LEAF EMBOSSING HIGH GRADE Work
Factories:
Womelsdorf, Pa., Sinking Spring, Pa.
Established 1891

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

LABELS
Cigar Ribbons Silk, Imitation & Muslinola Ribbon
CORRESPONDENCE SOLICITED
KEYSTONE VARIETY WORKS HANOVER, PA.
ESTABLISHED 1890
GIVE US A TRIAL WE WANT YOUR OPINION
Printed or Stamped in Gold or Silver
BANDS
STOCK CARDS

Established 1877 New Factory 1904.
H. W. HEFFENER,
Steam Cigar Box Manufacturer
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716–728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

E. A. CALVES & CO. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

JOHN SLATER & CO.
Manufacturers of Handmade
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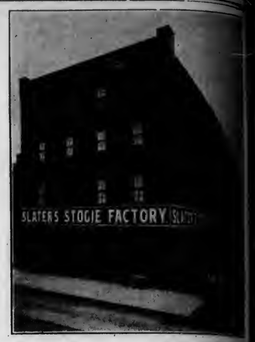
Corner Columbia and Marietta Avenues
LANCASTER, PA.
No. 21 North Main Street, Washington, Pa.



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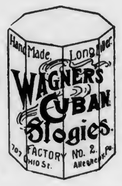

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SPANISH BETUNS
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Write for Free Samples and Particulars
Guaranteed to be the Strongest and Best
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FRIES & BRO.
92 Reade Street, NEW YORK.

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Made in the good old way.
EL DRACO CIGAR MFG. CO., Philada.

Business Changes, Fires, Etc.

Connecticut.

New Haven.—Joseph Golden, cigars, tobacco and news, damaged by fire; insured.

District of Columbia.

Washington.—Franklin C. Jackson, cigars, tobacco and news, sold out to H. E. Woodbury.——Edward C. Rouzee, wholesale and retail cigars, petition in bankruptcy.

Georgia.

Atlanta.—Hirsch Bros., tobacco and cigars, succeeded by Clein Bros. & D. Hirsch.

Illinois.

Aurora.—Percy Lincoln, cigars, sold out.

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Springfield.—W. H. Gilbert & Co., wholesale tobacco, cigars teas, coffees, etc., attached, $900.

Michigan.

Pontiac.—Charles F. Erther, cigars, etc., removed to Lapeer.

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Patented March 9, 1897
For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.
Specially Constructed
..PRESSES..
For Leaf Tobacco Packers
Warranted to do more and better work in a given time, with less labor than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.
MINNICH MACHINE WORKS
Landisville, Lancaster Co., Pa.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
27 South Second Street
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
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Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
Correspondence Solicited
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ENGRAVING EMBOSSING
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS

JACOB G. SHIRK
Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
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Good as Government Bonds
Are the CIGARS of the following Registered Brands
"Brilliant Star" Clear Havana . . 10c.
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Special Brands Made to Order
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Send Your Cigar Buyer Here We Will Save You Money

For Sale by All Dealers
VIRGINIA PERIQUE

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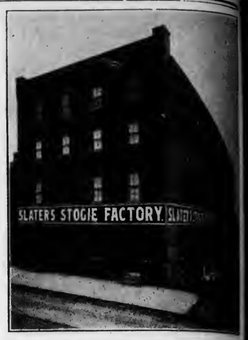

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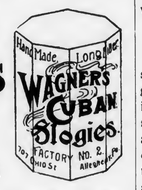

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INTENTIONAL SECOND EXPOSURE

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"AS GOOD AS THE NAME"

E. REGENSBURG & SONS

THE AMERICAN

TRADE MARK. REGISTERED

HAVANA CIGARS

NONE GENUINE UNLESS BEARING THIS BAND WITH OUR TRADE MARK IN COLORS

BEWARE OF IMITATIONS.

ON SALE EVERYWHERE

Constant Growth

signifies

Constant Merit!

Cigars that hold the confidence of their smokers pay dealers best.

DIAMOND JOE CIGAR FACTORY brands stand pre-eminently in a class of their own.

H. FENDRICH

Evansville, Ind.

WARREN BECK & BRO.

Ten-Cent Brands:
Duke of Westminster
Admiral Gherardi
Gen. Warren
La Responder Marcana
La Cantidad

Cigar Manufacturers

York, Pa.

Michael Hose A. F. Brilhart

Dallas Cigar Co.

Manufacturers of CIGARS & Dealers in LEAF TOBACCO,

Dallastown, Penna.

A. D. KILLHEFFER

Maker of

High Grade Cigars

Communicate with Factory

No Salesmen

MILLERSVILLE, PA.

E. ROSENWALD & BRO.

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Philipp J. Kolb & Co.

Importers & Packers of LEAF TOBACCO

310 Race Street Philadelphia

• CENTRAL UNION •

No other brand of Tobacco has grown so quickly in public favor

Reasons:
Quality Price
Union Label
Friendly Dealers' Aid and
Tobacco Trust's Hostility

United States Tobacco Co.

Richmond, Va.

SUMTRA TOBACCO

1906 CROP

SUMTRA TOBACCO

Samples to be had on application

700 Bales Purchased at First and Second Inscriptions

H. DUYS & CO.

No. 170 Water Street, NEW YORK

De Amsterdamsche Tabakshandelmaatschappij, Amsterdam

Growers and Packers of

FLORIDA TOBACCOS

Write for Samples

SCHROEDER & ARGUIMBAU

178 Water Street, New York

THE 5c. CIGAR that you'll say is "All to the Front."

El Draco Cigar Mfg. Co. Philada.

EISENLOHR'S Cinco Philadelphia CIGARS

Clean as the Food You Eat
Vesper CIGAR 5¢

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
(NICKELBY, 5c.)

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

PHILADELPHIA
SMOKE
VENTERLEIN BROS.'
SABOROSO
PHILADELPHIA
CIGARS
BOSTON

Sumner Greene — E. T. Colgan
SUMNER GREENE & CO.
Manufacturers of
Greene's Seal Cigars
2330 MARKET ST., PHILADELPHIA

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
114 N. 7th St. Philadelphia

SUPERIOR Quality and Workmanship
Vicente Portuondo CIGAR MFG CO. PHILADELPHIA Cigars
Factory No. 968, First District Penna.

YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
ALL JOBBING HOUSES

If You Want to be in HAVANA
Smoke CAMELA 5c.
Made by HENRY HEYMANN'S SONS CIGARS
Sinking Spring, Pa.

Parmenter Wax-Lined Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U.S.A.
Sole Owners and Manufacturers.

E. A. CALVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

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Stocks in other companies	70,451,549	5,659,216
Cash	5,163,965	2,985,458
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Total	$278,628,564	$4,267,504
Liabilities—		
Cap. stk., pfd.	$78,789,100	
Common stock	40,242,400	
6 per cent gold bonds	55,208,350	$441,800
4 per cent gold bonds & 4 per cent gold bond Con. Tob. Co., not exch.	61,052,100	2,437,000
Pfd stk, div	1,180,336	
Accd, int. 6 per cent bonds	828,125	6,627
Accd. int. 4 per cent bonds	1,017,535	40,617
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THE 5c. CIGAR that you'll say is "All to the Front."

El Draco Cigar Mfg. Co. Philada.

Clean as the Food You Eat
Vesper CIGAR 5¢

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
(NICKELBY, 5c.)

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

Sumner Greene — E. T. Colket
SUMNER GREENE & CO.
Manufacturers of
Greene's Seal
Cigars
2330 MARKET ST., PHILADELPHIA

PHILADELPHIA — SMOKE VETTERLEIN BROS' SABOROSO PHILADELPHIA CIGARS — BOSTON

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

MANETO CIGAR
GUMPERT BRO'S. Manufacturers
VIRTUE LIBERTY AND INDEPENDENCE
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INTENTIONAL SECOND EXPOSURE

E. A. Cálves & Co. — Importers of — Havana — 123 N. Third St. Philadelphia

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia

FOUNDED 1855

John T. Dohan — SELECTED D&T VUELTA ABAJO — Wm. H. Dohan

FLOR de D&T

DOHAN & TAITT

Importers of Havana and Sumatra

Packers of Leaf Tobacco — VUELTA ARRIBA — 107 Arch St. PHILADA.

K. STRAUS — A. LOEB

K. Straus & Co.

IMPORTERS OF

PACKERS OF HAVANA LEAF TOBACCO

301 & 303 North 3rd St.

PHILADELPHIA.

Established 1825

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

AND PACKERS OF

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

Benj. Labe — Jacob Labe — Sidney Labe

BENJ. LABE & SONS

IMPORTERS OF

Sumatra and Havana

Packers and Dealers in **Leaf Tobacco**

228 North Third St., Philadelphia

Julius Hirschberg & Bro.

Importers of Havana and Sumatra and Packers of Seed Leaf

Tobacco

125 North Third St., Philada.

LEOPOLD LOEB & CO.

Importers of **Sumatra** and **Havana**

and

Packers of **Leaf Tobacco**

306 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in

Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**

111 Arch Street, Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N. Y.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

H. Dolinsky & Son

Importers & Packers of

HAVANA AND SUMATRA SEED LEAF TOBACCO

147 N. Third St, Philadelphia, Pa.

L. KRUPPENBACH

IMPORTER of HAVANA and SUMATRA

DEALER IN LEAF TOBACCO

1642-44 N. ELEVENTH. ST. • PHILADELPHIA

The Empire Leaf Tobacco Co.,

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St., Phila.

J. S. BATROFF

224 Arch St., Philadelphia

Broker in LEAF TOBACCO

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EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. The Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the Presidency of the Rebublic: dark blue.

MANY CONNECTICUT CROPS SOLD.

New Hartford Growers Getting Ready for This Year's Crop.

New Hartford, Conn., March 23.

Practically all of the tobacco grown in this section during the past summer has been sold and the last of the crops are being packed and made ready for shipment to buyers. Charles Griffen is completing the packing and sweating of several of the crops, and William G. Richards, who has not as yet sold his crop, has assorted and packed it in grades in which shape he expects to dispose of it.

James Stewart, who has sold his crop to Ariel Mitchelson, of Tariffville, is packing and assorting it at his own warehouse. The average price paid a pound was between 20 and 25 cents.

The raisers are now busy with the planting of seed and making preparations for preparing the fields for next year's crop which will be the largest acreage ever planted here. The raisers in this vicinity are seldom losers from hail storms which they claim are driven to the east and the west by the hills which are situated to the west and north of this place.

After having been told by seemingly the best authority that cultivation of tobacco under cover was a failure in this State, and that it could not be carried on with results that were desirable as to the quality of the crop or the money return which it would bring in, we are now informed that shade-grown tobacco will command remunerative prices and that it is of excellent quality. Speaking of this change in the prospects of the tobacco crop the Hartford Times says:

"Once again there will be seen in the Connecticut Valley, this year, hundred acre fields of tobacco covered with cheese-cloth. There is good ground for the hope that the large sums which were sunk in the original attempts to produce shade-grown tobacco in Connecticut will be recovered in due time, and that the judgment of those who approved of the plan when it was first brought out will be vindicated."

Constitution Seed and Havana stands for Quality and Workmanship. Remember that.

DEPLORE SUNDAY CLOSING

Indiana Cigarmakers Issue Appeal to the Public.

Evansville, Ind., March 21.

The Evansville Cigar Makers' Union, Number 54, is sending out the following circular:

Dear Sir:—We take the liberty in addressing these few lines to you, and not desiring to impose on your valuable time, we shall be as brief as possible in stating our case for your kind consideration, as regards the Cigar Industry. Inasmuch as the enforcement of the Sunday law has been the means of largely decreasing the sale of cigars, thereby throwing out of employment a large number of our men, and as there are a number of places of business, such as drug stores, confectioneries, restaurants, cigar stands, etc., which still do business on Sundays, and in their respective establishments, as a rule handle a full line of cigars, and the closing of the saloons on Sundays (formerly a prominent factor in our trade) means an increased cigar trade to those who are still permitted to do business on Sundays. And being fully aware of the fact that a large portion and in some instances nearly all of it consists of non-union made goods and goods made away from here.

In view of this, we most kindly request for you when purchasing a cigar to give preference to the Evansville Union Made Cigars, thereby largely aid us to make up if not all, at least a good portion, of the lost trade, and again giving employment to the unemployed. And more than that, it would help the business interests of our city of which we are justly proud and are striving to build up. The Evansville Union Made Cigar is made by our own people, a part of our community. The wages remain and are spent at home, our own business men getting the benefit, while on the other hand, the cigars made away from here and brought here means that much money is sent away, never to come back.

Now as a business proposition, we believe, as a good and fairminded citizen, having the interest of our city at heart, you will agree that this request of ours is not unreasonable, and is worthy of your favorable consideration,

A Good Pair to Go On . . .

Two of Our Popular Five Cent Brands.
Our Goods are Made of Best Selections,
Made Carefully, and Made to Duplicate.

Wolf, Neff & Co.

RED LION, PA.

INCREASE YOUR PROFIT!

Columbia Straight Will Do It.

We bought a large supply of Good Havana and Domestic Tobacco at the right time.——We are located where Good Workmen can be had at Fair Prices.

These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.

Fred Schlaeger & Co., Columbia, Pa.

Samples on application.

Rabell, Costa, Vales & Company

Sole Purveyors, by Request, to the Royal House of Spain.

Finest Havana

This Factory Being Independent is Enabled to Guarantee the Quality of its Products.

CIGARS

Factory, Galiano 98, Havana, Cuba.

NATIONAL CUBA CO.
Sole Representative of the United States and Canada,
147 Water St., New York.

and especially so, as it is no additional cost, not even a walk out of your way.

As an organization we point with pride to our record, morally, benevolenty and our public spirit.

Trusting you will give the Evansville Union Made Cigar not only your consideration but your patronage and your hearty co-operation, and thanking you in advance for your favor, we beg to remain, Yours very respectfully,

CIGAR MAKERS' UNION, No. 54.

FROM ROCHESTER TO UTICA

L. Warnick Brown & Co., Buy Part of Hess & Co.'s Business.

Utica, N. Y., March 21.

A part of the business of S. F. Hess & Co., one of the oldest and largest tobacco companies of Rochester, has been acquired by L. Warnick Brown & Co., of this city. The purchase includes all leaf tobacco owned by Hess & Co., manufacturing material and equipment, together with the rights to manufacture four of the best selling brands made by the Rochester house, the Comfort smoking tobacco and the Premium, Wedge and Alovely cut tobaccos. L. Warnick Brown & Co.'s new purchases have been brought to this city, and it is probable that the addition will require a larger force of workmen than that now employed by the company. The Utica concern will get its new stock on the market about April 1, and some of Hess & Co.'s traveling agents have been engaged by the local house. Hess & Co. succeeded a firm which engaged in the tobacco trade in Rochester in 1838, the same year that Warnick & Bryan, now the L. Warnick & Co., commenced doing business in this city.

TOBACCONISTS FIGHT TO THE DEATH

Milton, Ky., March 21.

Charles Greenwood, 35 years old, was shot and instantly killed last week, by Joseph Abbott, aged 45 years, at the latter's farm in the Trout neighborhood, eight miles south of Milton, Ky. Greenwood and Abbott were partners in a tobacco shop, and the day of the tragedy Greenwood drove to Abbott's place and demanded a settlement. Angry words ensued, and Abbott kicked Greenwood, when the latter picked up a board to defend himself. Then Abbott drew a revolver and fired.

WHERE SNUFF IS STILL USED.

"So you thought that snuff had died out did you?" said a millionaire snuff manufacturer of Philadelphia. "Well, it has died out among fashionable people, but millions of pounds of it are still consumed.

"I send a great deal of snuff South. In Georgia, Alabama and the Carolinas, the poor 'dip' snuff in huge quantities. To 'dip' is to rub it on the gums and in the crevices of the teeth.

"I send a lot of snuff to France. The lower classes of France still carry their horn snuff boxes, and still sniff snuff up their noses in the regulation way.

"I do a good trade too, with South America and Africa. The Kaffirs stuff their noses with snuff mixed with pepper, while the Patagonians ram it up their nostrils with small wooden spoons.

"Have no fear about the snuff trade. There is still a good living in it."

HUNTER—A Nickel Cigar
Has won many races for dealers. Try it.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

Gieske & Niemann, Packers & Dealers in Leaf Tobacco

No. 204 South Charles Street
Baltimore, Md.

TOBACCO IN THE PHILIPPINES.

Its Cultivation by the Natives and an American Company.

Despite the many drawbacks in cultivation and curing, a very fine grade of tobacco is produced in the Philippines. At the Hacienda San Luis of the Tabacalera Company, some wrapper leaf is being raised under shade. Senor Orres, manager of the plantation, claims that it is not surpassed by any leaf tobacco in the world. Prof. Lyon, of the Insular Bureau of Agriculture, believes the Cagayan valley equal to the famous Vuelta Abajo district of Cuba. But most of the tobacco is of inferior grade. It is spoiled in the curing. Even with free trade with the United States it is doubtful if tobacco of fine grade will be raised in sufficient quantities to make it a formidable competitor in American markets. It will take years to educate the people to raise and cure it properly. One-fourth the present area in tobacco with greater attention would yield better returns than the present careless cultivation.

In contrast to the former government monopoly, today in the Cagayan the people own and control their own farms. In the province of Cagayan there is a population of 142,000, with 28,000 land-owners. With five to a family, and excluding middlemen, it seems fair to assume that almost every farmer owns his own land. A similar condition holds good in the province of Isabella, south of Cagayan province, which includes the rest of the tobacco land. A very small plot of the best tobacco land is a small fortune to the natives. The average family lives by less than a hectare (2.47 acres) of land. The whole family helps in the work. Almost all of the working population of the valley is connected with the industry in some way or other. Though most of those engaged in tobacco production are small owners, there are half a dozen large firms operating in the Cagayan valley, the Spanish and German firms predominating. The largest corporation is the General Tobacco Company (Compania General de Tabacos de Filipinos,) which was established in 1882. Little actual capital, it is said, was invested in the undertaking, but today this company is without question the most powerful corporation operating in the islands, whose revenues are derived there. It is capitalized at $17,000,000 (gold) on which it pays generous dividends.

There is but one American company, the Philippine Plantation Company, in the valley. This company is deserving of notice here as the largest and practically the first American agricultural corporation of any size that has actually cultivated the ground on an extensive scale since the American occupation. The company purchased the old Maguidad estate of 44,000 acres, near Tuguegarao. It has erected modern buildings on the plantation, which is provided with the equipment of an up-to-date tobacco estate. Lieut. Schermerhorn, the manager, had a considerable area in tobacco this year, which was his first season. Next spring it is hoped to have a 5,000 acre crop, which will be the largest single planting in the valley. The future of this plantation will be watched with interest by the government experts and others who are anxious for the success of modern methods of agriculture.

Philippine tobacco is sold in 35 different countries. From Canton to Pekin the most expensive and also most generally sold cigarette comes in a package of Manila tobacco put up in Austria. Manila cigars are the most popular in Japan, and sell at 30 sen (15 cents American money), though the Japanese government itself maintains a tobacco monopoly. But the value of the Philippine tobacco crop sinks into insignificance when compared with the world's increasing supply and demand. The value of the tobacco manufactured in the Philippines in 1905 is estimated at $5,494,627: $892,561 worth of cigars and $14,250 of cigarettes, or a total of (manufactured tobacco) $906,811, and $1,374,892 of leaf tobacco (manufactured) was exported; $3,212,924 worth of manufactured tobacco therefore remained in the islands. Besides this, a presumably enormous quantity of leaf of an inferior grade was sold or traded to natives of the Philippines, who often roll their own cigars before smoking. When manufactured in other countries, the unmanufactured tobacco brings from 30 to 50 times its selling price.

The greatest consumers of Philippine tobacco are the Filipinos themselves. With a population of over 8,000,000, practically all of whom, even the non-Christian tribes, are incessant smokers, usually including women and children as well as men, in and with many districts where tobacco is not raised for family consumption, the consumption of tobacco must be many times the value of the export. In the Cagayan a most unique custom prevails among the women, who smoke a huge cigar, the tabaco grande, which reaches a length of from 30 inches to three feet and is several inches in diameter. These huge cigars are smoked off and on for a day and a half or two days. Sometimes a tobacco grande is suspended in the middle from a rafter in the dwelling, and all the women folk of the family puff in turn. The men smoke the cigarettes or the ordinary sized cigar.

When the railroad projected through the heart of Luzon to connect Manila and Aparri is constructed, the tobacco industry will be immensely stimulated by the attention directed to the Cagayan. In the event of free trade the industry will profit not so much through enlarged market in the United States (for there is a always a demand for all good-class Philippine tobacco) as through the stimulus given to the importation of modern machinery and the feeling of encouragement given the islands generally.—Hamilton Wright, in Scientific American.

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Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

No. 240 Arch Street, Philadelphia, Pa.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.

Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CURRVO.

SOME LITTLE IMPROVEMENT IN HAVANA.

Some Reasons Why Buyers Might Find It to Their Advantage to Make Purchases at This Time.

Special Correspondence of The Tobacco World.)

Havana, Cuba, March 18, 1907.

A trifle more life has manifested itself during the past week in our market, as besides Remedios tobacco also a few lots of Partido and Vuelta Abajo changed hands. One escojida of Remedios, of about 450 bales of 1st and 2nd capaduras, was purchased by a Spanish house which also has connections in New York, and usually does a large packing business in the Santa Clara province. Prices have been kept secret, and while I have heard different guesses as to the exact figures of the 1st capaduras, I was told that the price for the 2nd capaduras was $52 per qq.

Some of our wideawake and up-to-date dealers, in order to turn their money, would be disposed to make some concessions so as to close out their holdings, and looking at the situation from an impartial standpoint it almost appears as if the present time would be an advantageous one for Northern buyers to come here. I base my opinion upon the following facts:

First—that tobacco at the moment has lost about all the surplus moisture which it contained after it came from the packing in the country, therefore the buyer need not fear any further shrinkage worth speaking about;

Second—that the asking prices of the holders here are not any higher, but on the contrary a trifle lower, than last fall, therefore the prospective buyer already has saved all the shrinkage, storage, insurance and interest on the capital invested by his competitor four months ago, and besides this he has a chance now of picking up some lots at a further concession from the former ruling prices;

Third—the coming crop, no matter what the quantity may finally turn out to be, will under all circumstances be a late one, and of such a heavy quality that the manufacturer in all probability cannot count upon using it before the spring of 1909 at the very earliest, (although this fact ought to deter our packers from being anxious to purchase the bundled tobacco at any figure, as it would make their packed tobacco unsaleable for some time to come, it is stated that some people are already trying to compromise with the farmers at a high figure, and are offering them advances upon their crop);

Fourth—taking these facts into consideration, all the stocks of the 1906 crop of Remedios will be very desirable goods for the Northern cigar manufacturers, and ought to be in great demand as soon as the true position of the 1907 crop becomes known.

The dry weather which we have experienced now for the last three weeks shows no signs of letting up, and therefore it will be folly to guess at the quantity of the coming crop until the growing tobacco in the fields has been cut, dried in the sheds and safely passed the fermentation process in the piles.

With the exception of the Partido district, where I am told the trust and several packers have been buying quite extensively, there is very little doing in the Vuelta Abajo, nearly everybody preferring to wait for a month or so, when the quality can be more correctly judged.

Sales

amounted during the past week to 1,217 bales, divided into 196 bales of Vuelta Abajo, 281 of Partido and 740 bales of Remedios. For the American market 1,011 bales were purchased, for South America 150 bales, and 56 bales were taken for home consumption.

Buyers Come and Go.

Arrivals:—Jose Serra and Edward O. Hurd, of Jose Serra, Chicago; Francisco Diaz, of V. Guerra, Diaz & Co., Tampa; Antonio Rico, of A. F. Rico & Co., Boston; Lenny Greenhall, of L. Greenhall, New York.

Departures:—Fritz Lederer, Louis Cantor, Emil Auerbach, M. J. Falk, Isidore Weinbaum, Joe Cullman, Allie Sylvester, Alfred Ettlinger and Francisco Garcia, for New York; Jose Serra and Edward O. Hurd, for Chicago.

Havana Cigar Manufacturers

Owing to the strike of the cigarmakers of the trust, and the help extended by the independent manufacturers in limiting the output of their cigarmakers, business naturally assumed smaller proportions. The strike of the trust's cigarmakers in the country has proven a fiasco, as the men have gone to work again at the same old terms in places like Bejucal, San Antonio de los Banos and Hoyo Colorado, and it almost looks as if it will be only a question of a few days more when the cigarmakers here will see the folly of their demands and be glad to work again upon the old terms. With the exception of a few large factories which may have enough stock on hand, the majority of our manufacturers are only working to satisfy the urgent calls of their customers, as they have to husband their stocks until the new crop is ready and fit for the cigarmakers' tables.

Buying, Selling and Other Notes of Interest.

Rodriguez, Bautista & Co. sold 200 bales of Vuelta Abajo and Remedios.

Jose Serra and Edward O. Hurd have been making some good purchases for their Chicago factory.

Voneiff & Vidal Cruz closed out their last holdings of high class Artemisa wrappers from their packings, about 75 bales in all.

Francisco Diaz has been fortunate in finding some suitable tobacco for his Tampa factory.

H. Upmann & Co. shipped 600,000 cigars during the past week. Don Teodoro Garbade, of this firm, left today per steamship Fuerst Bismarck upon his three to four months' vacation, accompanied by his wife and child. Quite a large number of friends went to see him off and wish him a pleasant journey. The H. Upmann factory is still supplied with plenty of orders,

HUNTER BEST FOR A NICKEL is all to the front; made by EL DRACO CIGAR MFG. CO., Philada.

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HAVANA, CUBA.

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" PARTIDOS " SANTIAGO de las VEGAS
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Finest Vuelta Abajo Tobacco Exclusively

NO BETTER GOODS MADE

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Cable: ZAIDCO — HABANA, CUBA

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Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA — *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" **HAVANA, CUBA**

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EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ

J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128 Cable: "JOMAGARCIA" **HABANA, CUBA**

and is executing them right along. The above also holds good of the Partagas and Sol factories.

Receipts From the Country

	Week ending March 16 Bales	Since Jan. 1 Bales
Vuelta Abajo	115	873
Semi Vuelta	23	23
Partido	16	157
Matanzas	—	108
Remedios & S. Clara	27	4,602
Santiago de Cuba	120	1,389
Total	301	7,152

VARIABLE WEATHER AT THE HUB.

Springlike on Saturday; Rain and Snow on Palm Sunday.

[Boston Bureau "The Tobacco World"
19 Devonshire Street]
Boston, Mass., March 25.

Trade has begun nicely. We have had a few spring-like days this week, in fact Saturday was more like a summer day, and according to the thermometer was a record breaker. Every retailer with whom I came in contact reported a good day's business Saturday, and such reports are always cheerful to hear.

Yesterday, Palm Sunday, we experienced quite a change in the weather. In the morning it rained and in the afternoon it was snowing to beat the band.

From what I learn only a few of our large local cigar manufacturers are working full force. Alles & Fischer, makers of the J. A., are one of the few.

J. McGreenery has his salesmen out working on the Poet brand, and is distributing much welcome advertising matter, such as cigar lighters, etc.

There is a noticeable falling off of the Cremo cigar. All sorts of package short smokes (little cigars), are selling slow here, but there is a big increase in the 3 for 5 chreoots and in the higher price Turkish cigarettes.

The demand for clear Havana cigars is greatly on the increase. Regensburg's American, Chas. Morris' Integridads, and Gans Bros.' William the Fourth are the leading brands in this line.

The news of the week was the selling out of Jaynes & Co.'s (the cut price druggists) five stores to the Riker Co., of New York, which concern is affiliated in some way with the American Tobacco Co., as Mr. Cobb of the American Tobacco Co. is also a director in the Riker Co.

Al Blum, of the Butler & Butler Co., spent several days this week in Providence and Worcester.

The Egyptian Straights and Pall Mall are selling very nicely here. Plenty of window display work is being done with good results.

Louis Jeselsohn, the North street wholesaler, was in New York the greater part of this week. Mr. Jeselsohn has the Boston agency for the Anchor Brand snuff, and it is one of his big sellers in that line.

The Khedivial Co., New York, are out with another new Turkish cigarette called Samaris, a ten cent package in both plain and cork tips.

The American Tobacco Co. has taken off the gratis deal on the Tolstoi cigarette.

A new coat of red paint has made considerable change in the outside appearance of Kerstein's cigar store on Cambridge street.

M. Herzog and S. Bullman, who have been canvassing the trade on the many products of the Royal Turkish Tobacco Co., New York, have returned to New York. they did a great business on the Mushir cork tip 5 cent cigarette, giving the retailer a handsome bronze clock with every thouasnd.

H. Oppenheim, representing W. Friedman & Co., Baltimore, Md., makers of Presto, Turban and other brands of little cigars, called on the jobbing trade this week and reports having landed some nice orders.

The Norma Cigar Co. has made arrangements with John W. Merriam & Co. to distribute the Bull Dog cigar in this market. The Norma Cigar Co. is also distributors here for S. Batt & Co.'s La Verdad, Ruy Lopez & Co.'s clear Havana, Heyman Bros. & Loewenstein's Pauline Hall and Grand Union cigars, and the Cortez Cigar Co.'s Maxine Elliott brand.

D. B. Bendheim, of the Metropolitan Tobacco Co., New York, pipe department, is in town.

I understand that Ed Leader is now calling on the trade selling clear Havana cigars Ed. has my best wishes.

The "Wax Man," of White Rolls fame, was exhibited this week in Malden, Lynn and in a few Boston windows. While in Tucker & Co.'s window in Lynn on Thursday evening a big, black, burly individual who was one of the outside spectators became troublesome and Brother Farrant, the able Ware-Kramer Tobacco Co. representative, showed his Southern blood in subduing the fellow in a right good fashion.

The Surbrug Co. is endeavoring to get the Dolma, a 15 cent cigarette, on this market, and Mr. Levey is meeting with much success in placing it.

The Prime Cigar Depot, 121 Hanover street, of which Sam Banard is the proprietor, suffered considerable damage on Thursday, when the store was filled with smoke and flooded with water by reason of a fire in the upper lofts of the building. Mr. Banard's damage was in the neighborhood of $3,000, and he is fully insured.

George Melhado, the South End wholesale and retail tobacconist, reports trade as very fair, and from the outlook he expects to have a big spring business. George is doing remarkably well since he started in on his own hook. and why not? George is married, and with two young ones running around the house he certainly needs the money.

The Makaroff Co., 95 Milk street, Boston, makers of the Makaroff high grade Russian cigarette, report business very good since the first of the year. They are sending out broadcast some attractive advertising matter, and they are receiving a volume of mail orders. This brand retails at 15, 20 and 25 cents a package for either plain tip or mouth piece. The brand is for sale by all leading retailers, and appears to be giving universal satisfaction.

The United States Tobacco Co. is finding an increase in the sales of the Worker plug. The tags, which are redeemable in cash, have greatly helped the increase of trade. The Central Union cut plug is just as popular as ever. Bro. J. Mangan is doing some tall hustling these days. Ben Ali.

Constitution Seed & Havana Cigars are the Best that can be made. Do you sell them?

PABLO PEREZ — CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

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Cable: "SODECIO." HABANA, CUBA.

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Packers and Dealers in Leaf Tobacco

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Monte 156, HABANA, CUBA.

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PHILADELPHIA, MARCH 27, 1907.

ABOUT 1907 CROPS.

The matter of acreage for the 1907 crops in all the cigar leaf producing States is now becoming a highly interesting one to packer, dealer and manufacturer alike. It is generally desirable to set crops out as early as weather conditions will permit, and therefore the time for preparing the seed beds is nigh at hand, and farmers will no doubt soon determine on just what they propose to do in the way of acreage.

The effect of the "unpleasantness" which occurred this year in nearly all the cigar producing States, resulting from the delivery of the 1906 crops, is likely to have something to do with the 1907 acreage, particularly in the States of Pennsylvania and Wisconsin, to say little of Ohio, Connecticut and New York.

It is already known that Florida-Georgia will show a greatly increased acreage, as numerous plantations are being developed, and the tobacco crops on the older ones increased largely, as a result of the decline in the use of Connecticut wrapper, although the latter is now again beginning to revive in consequence of the high prices for desirable Southern wrapper leaf.

Pennsylvania, Ohio, Wisconsin and New York State farmers are, however, of a different frame of mind. In those States many farmers allege grievances and some have threatened to discontinue tobacco raising. The best informed men in the trade, however, place little credence in such talk, knowing well that tobacco has been the farmers' biggest money earning crop, and in hundreds of cases an extremely profitable one.

The high prices at which many of the 1906 crops were bought in most of the cigar leaf producing States should seem the best possible incentive for the raising of an equal if not increased acreage, but things did not go along quite so smoothly when deduction for one cause or another, or absolute refusal to lift crops, ultimately resulted, yet the average price received by farmers netted them more than in the average previous years, and no alarm among them should have been occasioned if they found that their offerings were not up to the standard expected at the price which was agreed to be paid to them.

There is no good reason for believing that the acreage will not be as large as last year, if not larger. Farmers cannot blind themselves to the fact that tobacco at the average price they received this spring is netting them more than three times as much as any other commodity they can grow.

On the other hand, there is not the slightest danger that the market will become actually glutted for a few years to come, if ever again, and therefore farmers can rest assured that every pound of good tobacco will continue to meet a ready sale and bring a remunerative price.

COUPON USERS' PAPER.

"The Premium Age" is the title of a periodical just published by the Manufacturers' Trade Mark Association, of New York, which is to be devoted to the users of coupons and premiums of any kind. It treats on the use of premiums in their diversified forms, salesmen's departments, and the interest of retail merchants generally.

It is primarily a house organ, but it contains information that will probably be of interest and benefit to all coupon and premium users, and can be secured for the asking by addressing the Association at its headquarters, 253 Broadway, New York.

Philadelphia Tobacco Trade

The local retail trade is highly elated over the present weather conditions which are all that could be desired, and business has been given a sudden impetus, which not all have yet fully realized, for some dealers were not so well prepared with as much stock as might have been desirable, and consequently they are now hustling to get their goods quickly in order to participate more fully in an anticipated lively Easter week business.

There have been no important developments among manufacturers during the past week, but most of the large factories are kept steadily busy on a good volume of business coming in from representatives and by mail.

The open door season for retailers is bound to be helpful to manufacturers' sales, as they are now ordering in larger quantities.

Jobbers have also felt the effect in the betterment of general trade conditions. Orders from retailers are for larger quantities of goods, which makes it less troublesome to handle promptly.

S. T. Banham & Bro., cigar and tobacco jobbers at Manayunk, have had plans completed for the erection of an additional floor to their main salesroom and warehouse. The front elevation as well as the rear portion of the building will be changed, and the entire premises not only greatly improved in convenience but also thoroughly modernized.

One of the three retail stores of A. Ringe & Co., at the southwest corner of Market street and Delaware avenue, has been temporarily abandoned, because of alterations to the premises, and the goods were removed to the store at Delaware avenue and Chestnut street. Possession will again be taken by Ringe & Co. upon completion of the alterations, and one of the finest equipped stores in that vicinity will be opened. It has been a very good stand under Mr. Ringe's management, and he is considered fortunate in being able to retain it.

E. J. Dunlap, general manager of Arguelles, Lopez & Bro., manufacturers of clear Havana cigars, New York and Tampa, has returned to his home in this city after a very successful Western trip.

W. T. Taylor, representing the Romeo y Juliet factory in Havana, recently returned from a visit to Cuba. He is well pleased with the prospects for the Romeo y Juliet brand in this country, where it already has a good, strong hold.

E. W. Russell, representing the Stratford Tobacco Co., of New York, was here recently pushing the sale of that company's product of cigarettes. He reported a very satisfactory business.

Morris Levy, of the American-West Indies Trading Co. and the National Cuba Co., made a flying visit from New York last week. Among other places he visited the offices of the Broomall-Lafayette Cigar Co., on South Thirteenth street, who have been large handlers of the Porto Rico brands of the American-West Indies Trading Co.

W. P. Bushell, a former Philadelphian, but now a traveling representative of the Jose Lovera Co., of New York, was among the recent trade visitors in this city. The Lovera Co.'s products have quite an extensive sale in Philadelphia.

N. T. Weser, manager of the Philadelphia office of John Slater & Co., large stogie manufacturers at Lancaster, Pa., has been on a business trip for some days, and secured a good lot of orders for his firm's stogies.

S. Objerkes, of the Smokers' Paradise at Ninth and Chestnut streets, is doing some advertising in local dailies, to call the public attention to his establishment. He makes attractive prices a strong feature of his advertising.

Joseph Way is displaying a sign in front of the Automatic Restaurant at 911 Market street, announcing that he will open there, as soon as fixtures, etc., can be installed, an additional cigar store. He also announces that souvenirs will be given out on opening day, which will be about April 1. This will make No. 4 in the Way chain of stores, besides one hotel stand.

A petition in involuntary bankruptcy was filed some days ago against B. Greenewald, at 141 Market street retail dealer and manufacturer, concerning the closing of which establishment mention was made last week. He was adjudged a bankrupt on the petitions presented. Leaf tobacco houses and cigar manufacturers are the principal creditors here, but he is also known to owe a number of cigar manufacturers through Pennsylvania for cigars purchased.

John B. Keegan, lately with the United Cigar Stores Co., at the Tenth and Chestnut streets store, and previously a bookkeeper with a cigar manufacturing firm in New York, has joined the staff of Bock & Co., in the Real Estate Trust Building on Broad street below Chestnut.

The leaf men seem to be doing only a quiet business, but still there is always something doing with them.

Leopold Loeb, of the Loeb-Nunez Havana Co., will go to Cuba this week to remain some little time.

D. E. Salomon, of W. Dittenhoffer & Co., has been quite actively covering the trade in Pennsylvania, since recovering from a prolonged siege of illness.

After returning from a tour through Connecticut leaf markets, Horace C. McComas, with K. Strauss & Co., has again started out on the road and is now covering Pennsylvania territory.

Hy. Velenchik, of Velenchik Bros., who has been confined to his home as the result of a sprained ankle, is again able to be about, but finds that a cane is not yet entirely dispensable.

Charles Hipple, of Hipple Bros. & Co., has returned from a trip up the State, during which he incidentally inspected a lot of tobacco which is now being packed by them in Lancaster county.

Julius Vetterlein & Co. had a rather unexpectedly good business during the past few weeks, in which time considerable tobacco was shipped out.

Harry W. Bremer, of Lewis Bremer's Sons, is expected home shortly from his vacation in Southern resorts, where he has been for more than a month.

CIGAR PREMIUMS.

Quite a number of Cigar Coupon Companies have of late made their appearance, but very few of them have had any considerable luck in introducing their system in Philadelphia or in the State of Pennsylvania. The reason for being unsuccessful is easily explained. Most of the companies are unknown and the smokers have had little confidence in the coupons they secured, and consequently made no effort to save them. The natural result was the coupons were no trade winners, and the cigar dealers abandoned the system.

Since the great increase of United Cigar Stores in Philadelphia, the coupon system has become a foremost question with cigar dealers, and the well known firm of Sperry, Hutchinson & Co., of New York and Philadelphia, has come to the rescue of the retail trade by making an offer which will appeal at once to every smoker.

Firstly—Every one knows who Sperry, Hutchinson & Co. are. A firm which has been able to withstand every attack upon it, which is financially responsible, and which has carried out every promise ever made.

Secondly.—They make an unusual offer, not alone that they offer valuable and useful premiums, but they offer to redeem 1,000 coupons on a cash basis of $2.50. The smoker who has saved 1,000 coupons can present them at the firm's office, 1307 Arch street, Philadelphia, or at their New York office, and receive a check for $2.50 for which he can buy merchandise at any department store he may designate. The coupon saver can hand any small amount of coupons he has saved to his family and they can use them in conjunction with the green trading stamps they have saved. The offer is a very liberal one, and there is no question that it should be a trade winner, and retail cigar dealers would be wise to consider this proposition.

STEPHANO BROS. vs. S. ANARGYROS.

Messrs. Stephano Bros., manufacturers of the celebrated Ramesis cigarette, 1014 Walnut street, Philadelphia, have asked for an injunction to restrain S. Anargyros, who are members of the tobacco trust, from infringing upon their trade mark and restrain the American Tobacco Co. from advertising a certain brand of cigarettes to appear as made by one Ramsay.

Deposition was recently made in Philadelphia, showing the growth of Stephano Bros.' business and the enormous popularity of the Ramesis brand.

Testimony was also taken to support the contention of Stephano Bros. that the use of the name Ramsay was calculated to create confusion with thir celebrated cigarettes.

Allen Ramsay is an Englishman by birth, and it is the contention of Stephano Bros. that Ramsay never made a cigarette, or knows anything of blending tobacco, but is an executive member of the Turkish tobacco monopoly, and his name was merely bought to be used by the American Tobacco Company.

The attorneys in the case are:—for Stephano Bros.—Wise & Lichenstein, New York, and Ernest Howard Hunter, Philadelphia; for the American Tobacco Co., Frank F. Reed, Chicago.

TRADE JOTTINGS IN MILWAUKEE

Milwaukee, Wis., March 25.

There has been no unusual development in the local trade during the past week, retailers contenting themselves with the moderate flow of business which has been the rule pretty much since the beginning of the year. The weather, however, has now taken on a genuine Easter atmosphere, and the close of the week witnessed an ideal out-of-doors day for the masses who thronged the down-town streets, and this, of course, gave a little stimulus to the trade of those stores which were fortunate enough to be located on the thoroughfares favored by pedestrians.

The situation among the factories shows little, if any change, the larger ones, as a rule, being favored with an established trade which furnishes them with enough business to keep them moderately busy, while the smaller ones, with a little extra effort, manage to pick up enough to keep them going.

Probably the largest plant in the city is that of the Graf Cigar Co., on Seventh street, which gives employment to upwards of two hundred hands. Asked as to the condition of the trade, the manager said: "We are busy all the time; that is to say, we are not what one might call rushed, but we have enough to keep our factory going comfortably. Strange as it may seem, we have, practically speaking, little or no trade in this city, but our business extends everywhere else, covering territory from coast to coast." The business is still in the hands of the late Mr. Graf's estate.

The National Cigar Stands Co., which entered Milwaukee shortly after its inception, seems to be, to all appearances, successful in its efforts to establish its drug store chains, for it has recently added several additional members to its scheme, each of which has been supplied with elaborate cigar stands and fittings. Perhaps appearances belie actual conditions, and how permanent the company's success will be it is difficult to predict.

C. D. Matthieson, president of the Matthieson Cigar Company, 546 Forty-eighth street, has filed a petition in bankruptcy, due to a large judgment secured against him through a connection with a land transaction twelve years ago. His liabilities are scheduled at $18,792.79, with assets of $225, $211 of which is exempt. The judgment in question was for $14,802.67.

The business of Arthur F. Aschermann, which has for some time been conducted by the estate, has been purchased by Joseph Etzius, who will continue to operate the plant under the name of the Aschermann Co. This is an old established business which was conducted by Mr. Aschermann for many years at 308-310 Broadway, and a very desirable trade has been developed on various brands, chief among which are the Carl Marr, La Flor de Trentanove, Enola, Skat Club and American Beauty.

It is reported that Leo Abraham, who conducts one of the finest stores in this city at the New Enterprise Building, which, by the way, is also his central distributing depot for supplying his four other stores, as well as the numerous branches throughout the city, is about to establish another store on the South Side, to be located somewhere along Grove street.

A. Story Goodrich, of the Goodrich Tobacco Co., wholesale distributors at 298 Water street, was recently fined $10 in the Local District Court for violating the cigarette law by selling little cigars.

This, it is reported, is to be a friendly test case, and the Goodrich Company has appealed to the Municipal Court, and, should the ruling of this court be unfavorable to the defendant, it is believed the case will be taken to the Supreme Court for final determination.

The El Mora Havana Mining Co. has been incorporated at La Crosse, with $25,000 capital stock, to engage in the tobacco business. A. W. Lagenbach, F. J. Noetzel and P. C. Wiggenhorn are the incorporators.

Probably one of the most peculiar problems which have confronted the Federal officials regarding the new Pure Food Law, is the following question which was put to United States Assistant District Attorney Henning, by one of the local cigar manufacturers: "Will I be violating the Pure Food Law if I continue to place cigars on the market marked as pure Havana, when there is no Havana tobacco in them?" As a result, the Federal department is now wondering if cigars may properly be classed as foods, bringing them under the provisions of the Pure Food Law.

PHILADELPHIA LEAF MARKET

There is still little animation in the seed leaf market. The apparently determined stand taken by manufacturers not to buy more than urgent needs may demand, at the present prices, is being felt by packers and dealers in the volume of business they are doing. Certainly no manufacturers can be induced to buy at present for the mere purpose of stocking up, but on the other hand, it is a test of the strong position which it is alleged manufacturers claim to be in as regards their actual needs for raw material. It is an acknowledged fact that some are still well fortified with leaf stocks enough to last months yet, but there are also many who are not so situated, and who will be compelled to replenish their stock at some cost or other, if they desire to remain in the field. The price problem is therefore more seriously confronting them.

At this writing there is no indication of any immediate change in prices of seed leaf tobaccos.

Samples of new Sumatra tobaccos have been received, but less comment was created than anticipated, excepting that there are many different opinions expressed concerning the new goods, price and all else being considered. We may say that keen interest has been aroused in the goods. There was, nevertheless, a moderate business in old goods during he week, which was bought by people requiring the leaf for early use.

The Havana market has again been very quiet, and stocks in hands of dealers are not large enough to cause any alarm, even the prospects of sufficient purchasers to ultimately require it all, and no change in price is noted.

SEED BEDS DESTROYED.

Louisville, Ky., March 23.

As a result of the war on tobacco planters not members of the Growers' Association, plant bed destruction, instances of which were of frequent occurrence last year, has broken out again, numbers of beds having been destroyed this week by sowing them with grass seed. The worst reports come from Trigg county, where it is said that for a distance of ten miles, practically every non-association farmer has been visited and his plant beds sown with the grass seed.

Princeton, Ky., March 25.

During Saturday and Sunday nights the tobacco beds of a number of independent planters in the county south of Princeton were practically ruined. The canvas was torn from the beds, over which was then sprinkled grass and clover seeds and salt.

HEDDLES A CANDIDATE.

Well Known Leaf Man Nominated for Mayor of Janesville.

Janesville, Wis., March 23.

S. B. Heddles, a well known leaf tobacco packer of Janesville, has been nominated for mayor on the the Republican ticket and is likely to become executive of one of Wisconsin's most important tobacco centres.

Established 1890

Emory Martin

E. S. SECHRIST

Dallastown, Pa.

Manufacturer of

Fine and Common

CIGARS

Capacity, Twenty Thousand per Day

ERNEST ELLINGER & CO. *Office:* **No. 161 Water Street** *New York*

Importers of HAVANA TOBACCO

E. H. B.

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

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DETROIT, MICH.
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NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.

Importers & Packers of **Leaf Tobacco**

Telephone—346 John. **No. 150 Water Street, NEW YORK.**

Starr Brothers

IMPORTERS AND PACKERS OF **LEAF TOBACCO**

Established 1888. Telephone, 4027 John.

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IMPORTER OF

Sumatra Tobacco

MEM. CORNER KUIPERSTEEG AMSTERDAM.

TELEPHONE, "377 JOHN."

2 Burling Slip, NEW YORK.

Joseph Hirsch & Son

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JOSEPH HOLZMAN

SUMATRA, HAVANA and SEED LEAF **Tobacco**

185 Water St., New York

JOHN W. MERRIAM & CO.

"At the Sign of the Bull Dog," New York

Real Habana Segar Makers and Importers

Habana Scraps and Cuttings for Sale

TOBACCO NEWS OF GREATER NEW YORK

New York Bureau of The Tobacco World

New York, March 26.

In spite of the severe slump in the stock market and the unusually high rate of money, the leaf market seems to hold its own. If half the talk of manufacturers and dealers losing money at the prevailing price of leaf were true, Bradstreet's or Dunn's Commercial Agency would not be able to show the sound condition of our trade the way they are doing. Bradstreet's yellow slips announcing failure or fire are a scarce article in our trade, and they are the only barometer as to genuine conditions.

Last week 12,000 immigrants arrived in New York in a single day, and this accounts for the ever increasing consumption of cigars. The visible supply of all kinds of domestic leaf is not large, and large consumers realizing this condition are picking up parcels, whenever they find anything suitable at prices that are not exorbitant.

The clear Havana manufacturers are having a hard time of it. Consumers expect a light Partido wrapper and importers cannot supply the demand. There is also a scarcity of heavy bodied Vuelta fillers for seed and Havana cigars, and $1 per pound in bond is asked for this class of goods in vega lots.

The third inscription of Sumatra tobacco will take place this coming Thursday, March 28, at Rotterdam. So far 9,000 bales have been procured by American buyers and the large majority are high priced tobaccos. As the first bales were received during last week, importers will be able within a short time, to tell how the tobacco yields.

Indications at present are that March will not prove to be as much of a record breaker as January and February were, yet with exceptionally good months in January and February, manufacturers need not feel dismayed if March is not fully on a par with the results of the initial months of the year. From creditable reports from all over the country it seems true enough that it has not been a very early spring, and a full revival of the trade has as yet hardly begun. Consequently manufactures cannot hope for a full measure of the benefits of increased activity in the trade for a few weeks yet.

A news dispatch was sent from New York last week to a Boston paper as follows:—

"War against the so-called 'cigar trust' has been begun, and before long the country is likely to be wreathed in the smoke of battle.

"The first shot has been fired by a corporation known as the Import Cigar Company, which announces that it has $2,000,000 at its command and that it will, after getting its batteries in position in New York, place a line of ornately furnished cigar stores across the continent.

"It is said to be largely backed by Frank Tilford, a wealthy wholesale grocer of this city. The company has headquarters at 226 Fifth avenue, where it has a large retail store and has establishments in Broadway and in Forty-second street. Another place will be opened next week at 45 William street, and the new concern has also leased the gray stone residence at the southeast corner of Broadway and Seventy-second street, now occupied by Miss Graham's school for girls, which it will remodel so that the ground floor may be dedicated to Princess Nicotine.

"This corporation has been laying its plans for the last six months preparatory to trying conclusions with the United Cigar Stores for the high-class trade.

"Henry M. Miller is president, Valeriano Guiterrez, vice-president and Charles B. Jaqua, secretary and treasurer. It will handle goods only from the independent factories. Mr. Miller denied that the corporation was backed by Park & Tilford. Mr. Tilford left six weeks ago for Cuba, and it was announced that he had important business there.

"'We will not give any coupons,' continued Mr. Miller, 'and just at present we are not cutting prices. However, I think that the public is likely before long to hear something interesting from us.'

"All of the establishments which have been placed in New York are not far removed from the stores of the corporation with which the new company is to come into rivalry."

Ernest Ellinger & Co., the Havana importers at 161 Water street, will remove to the large and modern office building at the corner of Water and Pine streets.

Mark Levine, who traveled for M. F. Schneider as far as the Pacific Coast and through Canada, passed through here on his way to Berks county, Pa., his old hunting ground.

A Cuban cigar manufacturer inquired of a local leaf importer a few days ago whether he had any workers. "No," was the answer of our German friend, and looking at his office force and his staff of salesmen, he said, "but I have a lot of faullenzers."

T. Lewis & Co., who recently purchased the factory of Morris Jacoby & Co., in Thirty-eighth street, are working there now at full speed, and every bench is occupied.

It is said a local tobacco man would have realized $250,000 as a commission if he could have completed the sale between the United Cigar Manufacturers and the American Cigar Co.

S. Elkeles, the old time cigar box manufacturer, who used to manufacture almost exclusively for the well known house of Sutro & Newmark, in bygone days, has again entered the field, and his former salesman, A. Katz, has again given him his services

Richard Bythiner, of H. Duys & Co., who attended two inscriptions at Amsterdam, writes to his brother, who represents the same house in New York: "You may find it tough, sometimes, to sell Sumatra, but compared with buying, it's a cinch."

Louis Schulman, who has been bookkeeper for Joseph Hirsch & Son for more than a decade, has sent out wedding invitations. The event will take place June 16, and his friends will be glad to assist him in receiving the young and blushing bride.

A brother of Emil Klein, of E. M. Schwarz & Co., is now superintendent of their New York factory.

Menno Rose, of E. Rosenwald & Bro., has been kept busy showing samples of their Sumatra purchases to his New York trade..

Twenty-one private dwellings in Brooklyn, being part of the Lewis Sylvester estate, were sold at the Real Estate Exchange during last week.

A final meeting of the creditors of the Retail Cigar and Tobacco Dealers' Association of New York has been called for Thursday of next week, April 4, at the office of the Referee in Bankruptcy, Nathaniel A. Prentiss, 120 Broadway, when the accounts of the trustee as submitted will be examined, and if found correct will be admitted to record and the trustee discharged. It has been a prolonged and much tangled affair, which everyone concerned will doubtless be glad to have finished up.

The Himoff Machine Co. has been incorporated with a capital of $20,000, by Morris Himoff, L. Kehlman and Charles Kehlman, all of New York. Mr. Himoff has been for some time manufacturing a machine for cutting tobacco for cigarette manufacturing purposes, which was known as the Himoff Tobacco Cutter, and was formerly located on Pearl street. L. Kehlman, of this company is also a dealer in cigarette manufacturers' supplies, with headquarters at 176 Centre street. The factory of the newly organized company will be at 128 Mott street, and its operations are to be greatly extended.

The United Cigar Manufacturers' Co., T. J. Dunn & Co., and a few other very large manufacturers report a big increase in their business over the corresponding period of last week.

T. J. Dunn & Co. report that March will be the biggest month's business in the history of the house.

The Mendel Co. is a new cigar manufacturing concern which was recently organized with a capital of $100,000, by B. G. Paskus, S. Bernheim and F. B. McNish, all of New York. They have secured premises at 159 East Forty-eighth street, and will begin operations as soon as alterations now under way can be completed.

ROSEMAN CORRECTS STATEMENT.

Denies Buying Tobacco from Farmers. Assailants Arrested and Held for Court

York, Pa., March 23.

To The Tobacco World,

Gentlemen:—In your paper of March 20, 1907, under the York correspondence, making reference to an incident which occurred at Goldsboro, your report is liable to be construed to injure me, and I desire a correction. In the shape of the report I am liable to be put into a bad light in the eyes of the tobacco trade in general, inasmuch as it infers that I had been the purchaser of tobacco from farmers which I afterwards rejected or failed to receive, or that I was in partnership with C. G. Willis in the purchase of the tobacco, while as a matter of fact neither of such inferences is the case; but if it gets around generally it would probably do me much injury and a gross injustice.

The facts of the matter are as follows: The tobacco was contracted for or bought from the farmers by C. G. Willis, and not by myself, but I, with I. H. Weaver, of Lancaster, bought the contracts from Mr. Willis, for the tobacco which he was to receive, but neither I nor Mr. Weaver had anything to do with the farmers from whom Willis, and not I, had bought tobacco, although very naturally I was at Goldsboro in company with Willis on receiving day, and for the sole purpose of looking after my own interests, and not by reason of any responsibility to the farmers whatever. Yet it is true that there was trouble at Goldsboro on that receiving day, but I was an innocent victim of an attack by four drunken farmers at whose hands I had cruel treatment, but every one of them was placed under arrest, and is being held in $1,200 bail for appearance at the April term of Court in this county.

I trust this explanation, which clearly defines my position, will be given prominence, so that I may not be subjected to any further or unjust criticism.

S. A. Roseman.

Trade-Mark Register.

CHICAGO LONDRES. 15,324
For cigars. Registered March 1, 1907, at 9 a. m., by George N. Williams, Reading, Pa.

REYBURN 15,325
For cigars. Registered March 2, 1907, at 9 a. m., by Sternberg & Jones, Philadelphia, Pa.

VICENTE PORTUONDO. 15,236
For cigars, cigarettes, cheroots, stogies and tobacco. Registered March 5, 1907, at 9 a. m., by Vicente Portuondo Cigar Mfg. Co., Philadelphia, Pa.

NICKLEPINCH. 15,327
For cigars. Registered March 6, 1907, at 9 a. m., by John M. Wenzel, Reading, Pa.

FLOSSIE SHANE. 15,328
For cigars. Registered March 7, 1907, at 9 a. m., by George N. Williams, Reading, Pa.

BARNEY GREY 15,329.
For cigars. Registered March 7, 1907, at 9 a. m., by George N. Williams, Reading, Pa.

QUEEN'S BOROUGH. 15,330
For cigars. Registered March 7, 1907, at 9 a. m., by George N. Williams, Reading, Pa.

DR. GRAY. 15,331
For cigars. Registered March 8, 1907, at 9 a. m., by Harry W. Moyer, Myerstown, Pa.

LADY-GAL. 15,332
For cigars. Registered March 8, 1907, at 9 a. m., by Robert Kenyon, Jr., Wilmington, Del.

A. WALTER ZUG. 15,333
For cigars. Registered March 13, 1907, at 9 a. m., by A. W. Zug, Lancaster, Pa.

THE BLOOMINGTONIAN. 15,334
For cigars. Registered March 13, 1907, at 9 a. m., by A. P. Snader, Ephrata, Pa.

NATIONAL SHAWMUT BANK BLDG. 13,335
For cigars, cigarettes, cheroots, stogies, and tobacco. Registered March 18, 1907, at 9 a. m., by S. A. Frank, Boston, Mass.

1607 JAMESTOWN 1907 15,336
For cigars, cigarettes, cheroots, stogies, and tobacco. Registered March 18, 1907, at 9 a. m., by E. L. Golden, Gettysburg, Pa.

STOOP SOCIAL CLUB. 15,337
For cigars. Registered March 22, 1907, at 9 a. m., by J. Fresco, New York.

THERMOMETER. 15,338
For cigars. Registered March 25, 1907, at 9 a. m., by J. G. Shirk, Lancaster, Pa.

REJECTED.

Mets, Jack Rabbit, Lady Fingers, Sancho, Tri-State, Pocahontas, The Colonial, Adam Gold, County Court House, Panama, Advertiser.

For Genuine Sawed Cedar Cigar Boxes, go to Established 1880

L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

A. COHN & CO.

IMPORTERS OF

Havana and Sumatra

PACKERS OF

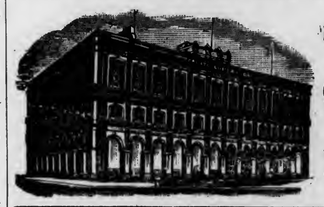
Seed Leaf Tobacco

and

Growers of Georgia Sumatra

142 Water Street, New York

EDEN CIGAR FACTORY



of

BANCES & LOPEZ

HAVANA, CUBA.

Calixto Lopez & Co.

180 Water St., New York

Will receive and attend to orders.

Cigars made strictly of the very best VUELTA ABAJO TOBACCO.

Established 1840. Cable "Nargil."

Hinsdale Smith & Co.

Importers of Sumatra & Havana and Packers of Connecticut Leaf **Tobacco**

125 Maiden Lane, NEW YORK

EDMUND H. SMITH
ELIOT SMITH

T. J. DUNN & CO.

Makers of the

BACHELOR CIGAR

401-405 E. 91st Street, NEW YORK

INDEPENDENT CIGAR DEALERS!

The Sperry & Hutchinson Company's Certificate exactly meets the requirements of you who would make use of effective "Premium" advertising.

It costs less and assures your patrons more than any co-operative or individual plan yet presented to you.

They are redeemable in lots of **100** and upwards with the most complete line of premiums in existence. **1000** will be redeemed with a check payable to the order of any merchant in the United States for **$2.50** worth of merchandise.

For particulars, address

The Sperry & Hutchinson Co.

THOS. A. SPERRY, Pres.

Fully Paid-up Capital, $1,000,000.

Home Office, New York City.

Philadelphia Office: No. 1307 Arch Street.

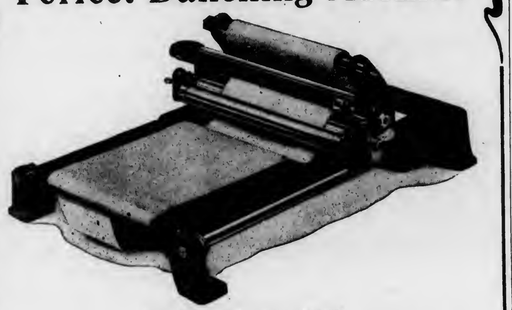
The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

1903-4-5 Zimmer Spanish, 1905 Gebhardt, 1905 Dutch, 1905 Connecticut, etc.

Perfect Bunching Machine



SIZE, 18 BY 10 INCHES---WEIGHT, 18 POUNDS

Dear Sir:—You **may** have used Bunching Machines, and they **may not** have been satisfactory. Neither were the first mowing machines, or the first sewing machines; but could the farmer today get along without a mowing machine, or your wife get along without a sewing machine? They are both **Simply Perfect**, and do all that is asked of them.

That is the story of our Bunching Machine; it is simply perfect, and we call it the PERFECT BUNCHING MACHINE, and it does everything that is asked of it.

Now, if this little machine is all we say it is (and we are prepared to prove it), and will help you to make more money than you are now making, help you to increase your output and effect a saving in cost of production, you surely, as a business man, should be willing to let us tell you more about it.

Will you write us? Or, call at our factory, **No. 132 South Sixth Street, Philadelphia**, any day, and see this machine in practical operation.

Yours respectfully.

The **PERFECT BUNCHING MACHINE CO.**

Wisdom on the Label
Wisdom in the Cigar

A 5c. Smoke that is so Good It is Bound to Repeat

Ohmit & Kraft

East Prospect Pa.

SIGNS!

Designers, Printers, and Lithographers of
CLOTH, ROPE FIBER and CARDBOARD SIGNS, AND PAPER POSTERS.

In Weatherproof Colors

We have Something New In FOLDED EDGE SIGNS.

UNION LABEL on Work When Desired
We Furnish QUALITY AND SERVICE

Write for Prices and Samples

THE MASSILLON SIGN & POSTER CO.
MASSILLON, OHIO.

The WEEK'S SHOWING in LANCASTER

The 1906 Crop in Packers' Hands Pretty Well Cleaned Up. Trade Notes.

Lancaster Pa., March 25.

The local leaf market still remains passive, and a hand to mouth business is the order of the day as it has been for several weeks past, and yet when buyers visit the market they find that there are no heavy stocks in packers' hands.

The crops of 1906 goods which have been received from the growers are now pretty well cleaned up in in the warehouses, where packing has been rushed along at a lively rate for many weeks, and little remains in the bundle. There is yet, however, considerable that has been bought but has not been received, principally owing to the fact that the fine dry weather did not enable growers to complete their work and get the crops ready for delivery.

Besides that, there is considerable in farmers' hands that has not been bought, as well as some that has been bought but was rejected upon being delivered to the warehouses of the purchasers. As much as 14 cents is being offered, but farmers who are not in need of ready money seem to be unwilling to take that price, and consequently buying is progressing slowly.

Cigar manufacturers seem fairly busy throughout the county, but no special rush is reported by any of them.

A new cigar factory is soon to be opened at Millersville, which will likely be of importance, as the principal person interested is a man of means and one who always has been successful in his business undertakings.

B. F. Good & Co. have purchased a 32-acre crop of tobacco grown on the farm of ex-sheriff A. B. Kready, in Manor township, at an estimated cost of nearly $8,000, but it is conceded to be one of the finest crops grown in Lancaster county in 1906. Mr. Good is very well pleased with his purchase.

On the 15th inst. the A. B. Hess Cigar Co. formally took charge of the cigar factory and business recently purchased from J. E. Sherts & Co., at Shippen and Walnut streets, and within less than one week from that time orders for over a quarter million of their products had been received and booked, which is naturally gratifying to the new proprietors. J. E. Sherts, who remains with the new company as manager, has just returned from a week's trip which was one of the most successful he has ever made, and not only were all old customers retained but some desirable new accounts were opened.

Cigarmakers' Union, No. 257, celebrated its twenty-second anniversary on Saturday evening week last by giving a minstrel entertainment to the members and their guests, who numbered over 300. Mr. N. H. Baker and Mr. C. Geiter were the star attraction in rendering a rough house sketch, and they were repeatedly applauded. Mr. C. Katz was also generously applauded. The programme was arranged by C. F. Herchelroth, Chairman of the Blue Label Committee, and others.

Cole & Keller, Esqrs., attorneys for Charles Pollacek, have entered suit in the United States Court for the Eastern District of Pennsylvania, at Philadelphia, against the S. R. Moss Cigar Company, of this city, to recover $4,998. The plaintiff alleges that he contracted with the firm to buy all the tobacco that was damaged in the recent fire at the factory and warehouses, but he alleges that the defendant parted with some of the goods to another party and that the plaintiff has lost the above sum.

M. R. Hoffman, of the Hoffman Leaf Tobacco Co., at Marietta, widely known leaf packers, is confined to his home at Maytown, where he has been for some weeks suffering from a complication of diseases, and for a time his life was almost despaired of. He is reported as a little better now.

A National Cigar Stand, the only one in this city, has been installed in the new and most elaborately equipped drug store of John Henry Miller, on East Orange street, and the feature is causing some comment among local retailers.

Charles A. Bolstatter, of Philadelphia, was among cigar manufacturers in the county during the past week, making purchases.

H. Stein has recently returned from a trip through Ohio where he was purchasing tobacco.

—About June 1, the Auburn Tobacco Co., of Auburn, N. Y., will occupy a block on Exchange street, that town, which recently changed hands. Walter Brag, the former owner of the premises, will soon retire from business.

SPECIAL NOTICE
(12½ cents per 8-point measured line)

To Manufacturers of Cigars:

If you have any

Cuttings, Scraps or Siftings

to sell, write us.

We are at all times in the market as Cash Buyers of all these products.

EDWIN L. KOPPELMAN CO.
7-6-1h **81 Pine St., New York.**

WANTED—One good hustling agent in every town of the U. S. to sell the O-B Double Cigar Clipper to the retailer. Best pocket clipper on the market. Retails for 10c. Write today for our proposition. Address Charles Obermayer & Son, 66 Nassau street, New York. 3-27h

PENNSYLVANIA Cigar Manufacturer has twenty thousand Cigar Labels and about five hundred Molds (various sizes). Will sacrifice for cash or exchange for cigars. Address "Factory," care Tobacco World, Phila.

WE PURCHASE Cigar Molds—undesirable shapes—such as No. 16,261, No. 8,832, No. 8,569. Write us stating what you have and the quantity. Winget Mfg. Co., York, Pa. 12-12d

FOR SALE.—150,000 Cheroot Packages—3 for 5c. Brand goes with sale. Can be bought cheap. Address Box 22, care Tobacco World, Phila.

TO RENT.—Upper floors for storage purposes. Apply 121 N. 3d St. 2-2

RUTHERFORD CLEAR HAVANA CIGARS
Are Popular
Because They Please the Consumer.

CIGAR RIBBONS

Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain

Largest Assortment of Plain and Fancy Ribbons

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.

36 East Twenty-Second St., NEW YORK

HAPPENINGS IN READING

March Business Keeps Up Well Good Demand, but High Prices Retard Sales

Reading, Pa., March 25.

Business with manufacturers in this vicinity is still quite good, and the March output promises fair to keep fully up to the standard. From the leaf trade we learn that there is really no lack of demand for goods, but that immediate sales are somewhat tardy because of the prices asked.

John F. Heiland, of John F. Heiland & Co., Lancaster, Pa., and C. L. Haussermann, of L. G. Haussermann & Sons, Philadelphia, were both visitors in the trade during the past week.

The John Gussman Co. has filed a bond with Deputy Revenue Collector Cranston for the manufacture of cigars, and will open a factory at 440 South Sixteenth street. They have decided upon the title "G. & K." as a brand name.

C. W. Bucks, formerly secretary and treasurer of the A. Thalheimer Manufacturing Co., of this city, has purchased the cigar box manufacturing business of the Old Honesty Cigar Box Co., which was formerly conducted by Bellman & Cressman, at 634 Washington street, (rear). Mr. Bucks has made a number of changes and improvements to the plant and has already a very desirable class of patronage. He is well filled with orders, and in fact is advertising for box trimmers and other additional help.

At the Raudenbush drug store, on North Sixth street, is exhibited a very elegant display of the Eli Perkins 5 cent cigar, manufactured by W. W. Stewart & Sons, of this city.

John G. Neithamer, of the Triple N. Tobacco Co., 841 Washington street, recently returned from a business trip through Philadelphia, Trenton and Norristown, where he secured some very fine orders for the company's Triple N. clippings.

A number of alterations were recently made to the store of C. A. Werner, tobacconist and cigar dealer, at 112 Exeter street, adjoining the Riverside engine house.

Harry J. Dumn, Charles S. Shalters and Silas R. Rothermel, who were named as arbitrators in the suit of M. Wormser, of Chicago, against H. F. Fidler & Co., cigar manufacturers of Womelsdorf, filed their decision declaring the plaintiff had no cause for action.

In this case the firm had sued for $262.50 for the sale of 5,000 novelties to be used to advertise a special brand of cigars made by Fidler & Co. The defense was that the order was placed for a total price of $52.50, but that later the plaintiff contended that the price at which the order was taken was in reality $52.50 per thousand, and this suit was brought.

Jacob S. Hartman, the cigar box manufacturer, at Shaefferstown, retired from the business, having sold his stock and good will to Samuel Schoener & Co., who will continue the business at the same place with increased facilities.

MARCUS JASKULEK

Packer and Dealer in

Leaf Tobacco

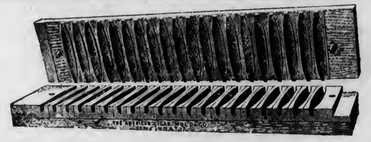
Nos. 812, 814, 816 East Third Street
Dayton, Ohio.

Joe Endress, Jr. — A. C. Kercher

Pioneer Leaf Tobacco Co.

Germantown, Ohio

Packers of CIGAR LEAF TOBACCO



High Grade Cigar Molds

in any shape, at lowest prices.

CIGAR MANUFACTURERS' REVENUE BOOKS
25 cents each; postage prepaid, 30 cents.

The American Cigar Mold Co., Cincinnati, O.

W. H. SNYDER & CO.

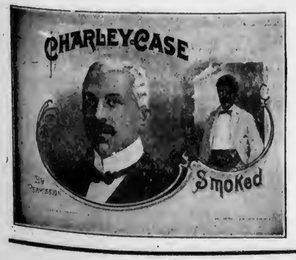
Windsor, Pa.

Manufacturers of Popular Brands of

Fine and Medium Priced Cigars

Correspondence with Wholesale and Jobbing Trade only invited.

Particulars cheerfully given to responsible inquirers.



Our Leaders Include:

Honeysuckle, Rose Show,
Jumbo, Libby Dear,
Verelda, Charles Fay,
Carisima, Gov. Pattison,
Model American, and Others.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

W. W. STEWART & SON

Reading, Pa.

Makers of the

JOHN HAY
LADY HELEN
10c.
JOHN HAY, Jr.
ELI PERKINS
5c.

High Grade Seed and Havana Cigars

Correspondence with Responsible Houses Solicited

L. J. SMITH & CO.

Wholesale
Cigar Manufacturers
and Dealers in Leaf Tobacco

Red Lion, Pa.

With Specially Designed Bands.

and **PAN ANNA**

5c. Cigars

TWO HAVANAS

Two for Five Cents

Correspondence with Responsible Houses solicited.

Private Brands made to order.

J. F. REICHARD

Wholesale Dealer in

LEAF TOBACCO

of All Grades

Craley, Penna.

SMITH BROS.

Brokers in Domestic and Imported **LEAF TOBACCO**

No. 17 Charter Street, Dayton, O.

Ohio Goods Our Specialty

WHAT IS GOING ON IN YORK.

Leaf Market Rather Dull. Happenings Among the Manufacturers.

York, Pa., March 25.

There is little if any change in trade conditions here. The leaf dealers, although some complaint is heard, are nevertheless doing some business steadily. Manufacturers seem to be buying in small lots only, which has a depressing effect upon the volume of the leaf man's business.

Cigar box makers also report a sluggish trade, which indicates that there is no rush on with many of the cigar-manufacturers and only from a few do we hear that they are really busy.

The Premier Cigar Company, New York city, has leased from A. M. Owen & Bro. the brick building in the rear of the Dispatch plant, which was formerly occupied by the York Cigar Company, and will open a cigar factory therein the first of next month. The company at present is operating a factory at Hellam, this county, at which a number of local cigarmakers are employed.

It is the intention of the company, the president of which is Ernest Ascher, to operate the factory to its fullest capacity.

The Premier Cigar Company is a branch of the cigar firm of H. E. Walters & Co., of New York city, who already operate several factories in various parts of the country.

Samuel Roseman denies absolutely the truthfulness of the report circulated recently concerning some trouble with farmers who brought their crops to Goldsboro for delivery, and a refusal of which it was said had resulted in fistic encounters. He proposes to receive all the tobacco he purchased, if it is delivered in proper condition. Chas. Willis has not yet given out any statement of his side of the case, and he was reported to have had the same experience as others are alleged to have had.

John F. Reichard, of Craley, has been lately receiving considerable quantities of tobacco at Red Lion, which represents some of the purchases made by him last fall.

Pierre C. McCoy, erstwhile a Dallastown cigar manufacturer, has instituted suit against Chauncey Minnich, a son of John W. Minnich, a well known and wealthy cigar manufacturer at Dallastown, which has some very singular features. Some months ago Mr. McCoy suddenly left Dallastown, leaving a family and a business behind, and also some debts, but which it was said at the time were not so overwhelmingly heavy that they could not have been adjusted if McCoy had not gotten foolish notions into his head and left everything to its fate.

It so happened that McCoy's business and property fell into the hands of the sheriff. John W. Minnich was one of the largest creditors, and at the sale of the stock and fixtures Minnich purchased the bulk of it, and operations were commenced in the building by Chauncey Minnich. The building was not sold until some months afterwards, when it was also bought by J. W. Minnich.

McCoy returned to Dallastown a few weeks ago, and now demands rent from Chauncey Minnich for the time between the commencement of business by him in the building and the time when it was finally sold by the sheriff and bought by Minnich.

The question is a rather perplexing one, and will in all likelihood have to be settled before a York alderman this week, and witnesses have been subpoenaed.

A smoker and banquet is to be given by York Council, U. C. T., to which many of the York tobacco men belong on Wednesday night next, and it is expected that there will be a very large attendance, as a public installation of officers is also scheduled.

The Porto Rico Cigar Co., of Red Lion, is quite busy at the present time, and in fact is doing a little night work.

W. A. Lahr also has a big lot of orders on hand, and it keeps all of his several factories on the jump to make shipments promptly.

Herman Stein, of Lancaster, is buying considerable tobacco in the lower end of this county. He recently purchased the crop of L. S. Shenberger of New Bridgeville, about 8,000 pounds.

HELD FOR SELLING TO MINORS.

Manchester, N. H., School Teacher Prosecutes Them.

Manchester, N. H., March 23.

Eleven tobacco dealers against whom complaint had been made to Chief of Police Healy, by Miss Annabel F. Emerson, principal of the Spring street grammar school, were arraigned before Judge Heath in the Municipal Court Wednesday, charged with selling cigarettes to minors.

Three of the cases were not pressed and the eight other respondents were ordered to furnish $200 bonds each for the May term of the Superior Court.

The dealers who were held for the higher court are H. J. Bagnian, Horace Rouillard, Joseph Leblanc, Leo Marineau, Alex Champagne, Joseph Sharack, Paul Kaffel and Joseph Feretti.

J. B. MILLEYSACK

Manufacturer of

Fine Havana Hand-Made **CIGARS**

No. 821 Lake Street

LANCASTER, PA.

Correspondence with the Jobbing Trade solicited.

ESTABLISHED 1889 INCORPORATED 1902

A. B. HESS CIGAR CO.

SUCCESSORS TO

J. E. Sherts & Co.

LANCASTER, PA.

Manufacturers of

High Grade Seed and Havana **Cigars**

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

The Gilt Edge Cigar Box Factory

J. FRANK BOWMAN

51 Market St.

Lancaster, Pa.

CIGAR BOXES
SHIPPING CASES
LABELS, EDGINGS, RIBBONS

Cigar Manufacturers' SUPPLIES

of All Kinds

Daily Capacity, Five Thousand Boxes

W. H. RAAB & SONS,

MANUFACTURERS OF **High Grade Cigars.**

CAPACITY 75,000 PER DAY

DALLASTOWN, PA.

Move Your Tobacco on

Box Truck

USED BY

Leading Tobacco Dealers

BUILT AND SOLD BY

The Wm. F. Kramer Co.

DAYTON, OHIO

Geo. W. Conway

DALLASTOWN, PA.

Manufacturer of

Nickel & Medium Price

CIGARS

For Wholesale and Jobbing Trade

E. RENNINGER,

Established 1889,

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. **Denver, Pa.**

Lithographers and Printers 322-326 E. 23RD ST. SAMPLES & PRICES FURNISHED UPON APPLICATION

IN STOCK AND TO ORDER **Krueger & Braun** CIGAR LABELS NEW YORK and BANDS

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE

Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.

A Card Will Bring More Information and Prices.

Chaskel Chemical Works

265 West Broadway, New York

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphi Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue,
E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street,
L. S. SCHOENFELD, Mgr.

HAVANARINE
helps to make good cigars. Are you using it? if not, why? Write us for sample and full particulars.
Tobacco Improvement Co.
504 Ninth Street, N. W.,
Washington, D. C.

O. L. SCHWENCKE LITHOGRAPHIC CO
CLARENDON ROAD & E. 37TH ST. BROOKLYN, N.Y.
FINE CIGAR LABELS
BANDS & EDGINGS
PRIVATE BRANDS OF ORIGINAL DESIGN
CHICAGO BRANCHES SAN FRANCISCO

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

FLOODS IN PITTSBURG & WHEELING

High Water in the Ohio River Causes Damage in Both Cities.

Pittsburg, Pa., March 23.

The unusually high waters of the past week caused serious damage to local industries and in some sections business was at a standstill, because goods had to be removed from the lower floors and basements of buildings.

The temporary closing down of various manufacturing plants caused a falling off in trade among retailers in many sections, even where they were not directly affected by the floods. Now, however, the water is receding and a general cleaning up has begun.

A bill in equity has been filed by the American Stogie Co., in the Allegheny County Court, against Albert D., Max D. and Walter D. Zeugschmidt, trading as the Zeugschmidt Cigar Co., cigar jobbers and manufacturers of stogies, to restrain them from doing business in that name, and from using a certain label on a stogie of their make, which the plaintiff company alleges is an infringement upon one of its labels.

The label in question is known as the Z B. label, and the claim is that this is being infringed upon by the Zeugschmidt Cigar Co.'s Big Z. label. The back-ground of the American Co.'s label is blue with Z. B. printed on it in red. The Zeugschmidt Cigar Co.'s label is on a green back-ground and the lettering, Big Z, also printed in red. It is remembered that the Zeugschmidt Bros. were in the stogie business prior to the formation of the stogie trust; they eventually merged with the American Stogie Co., but only to subsequently withdraw and again enter the business, but this time in the name of the Zeugschmidt Cigar Co.

The Zeugschmidt Bros. had been very successful in business before merging with the stogie company, and have been even more so since again entering the trade on their own behalf, and in trade circles here it is believed that this fact is really the bone of contention.

The Zeugschmidt Cigar Co. has repudiated the claim of the plaintiff company, and filed an answer to the suit, and say they will fight the case to the end.

Ohio River Points Flooded.

Wheeling, W. Va., March 18.

The floods of the past week have been most disastrous here. Basements generally on river front streets have been flooded, the water rising well up with the first floors.

The big stogie factory of Augustus Pollock, and many others, had to remove all goods into upper stories of their buildings.

On the island opposite the city of Wheeling proper, everything was submerged, and people had to go about in skiffs, even to stores, when the actual necessities of the day were needed.

It is principally a residential section, and only a few tobacco etsablishments are on the island.

At Moundsville the big stogie factory of A. J. Seamon was badly flooded, but comparatively little loss will ensue, because everything was removed to the second story of the building.

FLOODS IN CINCINNATI.

High Water Occasions Much Inconvenience to Business Men.

Cincinnati, O., March 21.

This city has again been visited by a most disastrous flood, and business houses along and near the river front were caused much inconvenience and not a little loss, but at this writing the water is beginning to recede. Business was practically at a standstill in some sections of the city for several days.

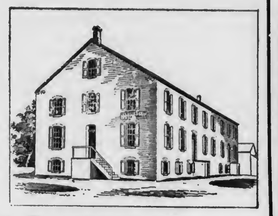
Front and Vine streets, in which vicinity a number of our leaf houses are located, was several feet under water, and even the retail trade felt the effect of a business interruption.

Emulating Philadelphia and New York, Cincinnati will also soon have a Tobacco Exposition. The first Tobacco Exposition and Whiskey Exhibit ever

Constitution Seed and Havana Cigars
Made in the good old way.
EL DRACO CIGAR MFG. CO., Philada.

A. HUSSEY
LEAF TOBACCO

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

Telephone Call, 432—B
Office and Warehouse:
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.
E. L. NISSLY & CO.

Growers and Packers of
Fine Cigar Leaf Tobacco
Fine B's and Tops Our Specialty
Critical Buyers always find it a pleasure to look over our Samples
Samples cheerfully submitted upon request
P. O. Box 96

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
LANCASTER, PA.
United 'Phones

J. W. BRENNEMAN
Packer and Dealer in
Leaf Tobacco
Packing House, Millersville, Pa.
Office and Salesrooms,
110 and 112 West Walnut St.
LANCASTER, PA. United Phones

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

W. R. COOPER & CO.
Packers of
Penna. Broad Leaf
Dealers in All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS and DEALERS IN Leaf Tobacco
142 N. Market Street,
LANCASTER, PA.

The York Tobacco Co.
Packers and Jobbers in All Grades of
LEAF TOBACCO
Office and Warehouse, 15 East Clark Avenue
Manufacturers of Cigar Scrap Tobacco
York, Pa.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We Make SCRAP Filler, Ready for Use
York, Pa.

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO
Jobber in Sumatra, Florida Sumatra and Havana
Lemon and Arch Sts. Lancaster, Pa.

and THREE CUBANS
MANUFACTURED BY
Central Cigar Company
LEWIS SMITH, Proprietor
Forbes and Marion Streets, **Pittsburg, Pa.**
Wholesale and Jobbing Trade solicited.

UNION MADE — SOLD ON ITS MERITS

TOM BAINES

Nickel Goods.

Strictly a First Class Article—Equal to Any Union or Non-Union Cigar on the Market—Probably Better, You to Judge—and Prices No Higher than Others.

Factory 1898, First District Penna.

H. G. Burky, Maker, Reading, Pa.

UNION MADE — BLUE LABEL USED

H. G. BARNHART
Cigar Manufacturer
Springvale, Pa.
One of Our Leading Brands:
Cuban Duchess
Only High Grade Tobacco Used
Cigars always duplicate

All Jobbers Who Handle Travellers Tips

Say it Always
Moves Well
"A Good Five Cent Cigar"
Abbott Cigar Co.
ABBOTTSTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

HENRY H. SHEIP MFG. CO.

Cigar Boxes
Cigar Box Lumber

Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.

WRITE FOR PRICES

COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

held in this part of the country will be opened May 27, in Music Hall, and will continue until June 1.

The promoters, Allan H. Robinson, manager, and Jay Morgan Thomas, secretary, have obtained the indorsements of the tobacco market and whiskey interests of Cincinnati.

Premiums will be awarded for the most artistically decorated booth and for the best exhibits of sample hands of tobacco.

At a meeting of the directors of the Cincinnati Tobacco Warehouse Company, last week, the quarterly dividend of 1 per cent. was declared.

Ed. D. Shaeffer, representing John G. Spatz & Co., of Reading, Pa., has been a recent visitor here. He is now in this territory, but made acquaintances very rapidly.

Operations with our scrap tobacco factories are progressing nicely. The Union Maid Tobacco Co., which is the latest acquisition to an already fairly long list, has secured premises on Denman street, near Kenner, and they now hope to have their goods on the market by the first of April.

F. L. Kendle, proprietor of the Uncle Sam Tobacco Factory, at 470 East Second street, has commenced operations and the product, Uncle Sam Scrap, is now fairly on the market. It is a 2½ oz. packing of striking appearance, and is being pretty well advertised about town.

The Independent Tobacco Co., manufacturers of the Blue Moon scrap tobacco, is also doing some aggressive missionary work and considerable advertising on that brand.

J. C. Frishmuth, Jr., of Frishmuth Bros. & Co., Philadelphia tobacco manufacturers, was here recently, and attended several Burley tobacco sales a company with their local representative, C. MacIntire.

RUTHERFORD CLEAR HAVANA LEADER
from the factory of
El Draco Cigar Mfg. Co., Philada.

MACHINERY AT THE TOBACCO SHOW

Novel Exhibit by the Khedivial Company Cigarettes Made While You Wait.

It is not often that the average mortal has an opportunity to watch the process of the manufacture of cigarettes, but the visitor to the Tobacco Show at Madison Square Garden next September will enjoy this privilege.

The Khedivial Company has contracted for a large space at the next Exposition, where they will demonstrate in a most complete and elaborate manner the excellences of their cigarettes. This company has gone a step farther than any of the other manufacturers of cigarettes, and has had a cigarette machine built. This machine will be erected in the Khedivial booth, and will make cigarettes daily during the two weeks of the Exposition. As the finished cigarettes are turned out by the machine, they will be cork tipped and packed by girls in the booth, and made ready for sale before the eyes of the visitors. The exhibit will give an adequate representation of the sanitary manner in which Khedivial cigarettes are made.

—Ralph Gray, cigar manufacturer of Beatrice, Neb., has moved into larger quarters, and is prepared to branch out considerably with his business.

BRBANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars

JOHN D. LONG

OFFICE: No. 118 Mifflin Street — Manufacturer of **Cigars** — FACTORY: Cor. Maple & Plum Aves.
Lebanon, Penna.
A Specialty of Private Brands. — Telephone Connection — Samples Sent to Responsible Houses.

HERMAN DELLE
York, Penna.

Maker of
Delman 10 and 5c.
Herdel 5c.
Alex. Martin 5c.
UNION MADE
CIGARS
Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.
BRANDS:—*The* **Bear,** *The* **Cub, Essie,** and **Matthew Carey**

C. E. MATTINGLY & CO.
Manufacturers of
High Grade
Union Made
5c. Cigars
FOR THE
Wholesale Trade Only
Union Chief
Supreme Union

Mc Sherrystown, Pa.

El Ono
Union Made
5-Cent Cigars
are as Good as Cigars Can be Made
Chas. A. Oberly, Maker
LEBANON, PA.

Cigars of Quality Sell and Repeat.

Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

GEO. W. PARR
Manufacturer of **FINE CIGARS**
Littlestown, Pa.
MAKER OF
5c. {THE FERNSIDE} 5c.
Sold to the Jobbing Trade only
Correspondence invited

W. R. DAUGHERTY & BRO.
Dallastown, Pa.
Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

R. E. JACOBY
Wholesale Manufacturer of
Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars
Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited.

Established 1870 — Factory No. 79

S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

Acme Extract and Chemical Works,
Manufacturers and Importers of
Havana Cigar Flavors, Casing Wines, Gums, Extracts, Betunes, Sweetenings and Specialties for All Kinds of Tobaccos.
E. G. ECKERT, Proprietor. — **Hanover, Pa.**

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Houses

They Smoke It and Come Again

BLEND, QUALITY and WORKMANSHIP to Please the Most Critical Smokers
Manufactured for Jobbing Trade Only
The Toedtman Cigar Co.
Makers of the Highest Grade of 5c. Cigars Exclusively
MIAMISBURG. OHIO.

The American Tobacco Co.

Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug

They Please All Tastes

Always Uniform and Reliable

FLORIDA TOBACCO CULTURE.

There are three to five millions of dollars invested in tobacco growing in the counties of Gadsden, Leon and Pasco. Probably no agricultural pursuit has paid larger dividends on the amount of capital and labor invested than has the cigar tobacco industry of Florida.

The business is expanding rapidly, while at present confined to a few localities; there is no reason, climatic or otherwise, why the same success should not be had in every county of the State.

There are equally as well adapted soils in all the counties of the State, where the same careful and intelligent cultivation and fertilization will produce tobacco of equal value. The advance in scientific knowledge of the selection of seed—correct methods of culture and fertilizing—has been great during the past few years. The demand for competent trained men for all agricultural pursuits, and particularly for the growing of fine grades of tobacco is large, while the supply is limited. It is now recognized that more depends on the proper selection of seed, methods of fertilizing and culture to grow a desirable cigar tobacco, having proper texture, size and shape of leaf, combined with the proper aroma, or flavor, with desirable burning qualities, than on climate or soil. There is every reason to believe that continuing the study, selection and experiments now being so carefully made by the United States Agricultural Department, in harmony with and assisted by the tobacco growers of the State, that the supply of choice cigar tobacco in the country will be produced in Florida; that it will rival the famous Cuban cigar tobacco in quality is now fully established; the quantity will be limited to only the number of properly trained men to produce it.—From the Florida State Chemist's Report.

Leaf Tobacco Markets.

BALDWINSVILLE, N. Y.

No sales have been reported during the past few days. The warehouses are still open with full forces engaged in assorting.—Gazette.

EDGERTON, WIS.

There is yet present quite a revival of the buying movement, the lower level of prices making it a temptation to take over the unsold remnants of the crop which are being picked up now so closely that short work is likely to be made in lifting the balance. A few sales coming to notice indicate the range of prices paid:

T. E. Quale 6 acres at 12½ and 5c.
A. Algrim, 7 acres at 12½ and 5c.
S. Severson, 5 acres at 12½ and 2c.
M. Kalland, 15 acres at 10c.
M. Kravick, 9 acres at 10c.
Lars Larson, 4 acres at 9½ and2c.

HUNTER 5c. Cigar
is successful with successful dealers.
El Draco Cigar Mfg. Co., Phila.

A Janesville dealer bought nearly 300 acres in the northern section recently. The receiving of the early purchases is now nearly over and several packers have closed up the work of warehandling during the week. A few large concerns, however, have work in sight for several weeks yet. The recent prices will prolong the packing season somewhat.

The market for cured leaf has no new features, either locally or in the eastern centers, where a dull business is complained of.

Shipments, 704 cases.—Reporter.

J. H. LIEFTINCK & ZOON
Sworn Tobacco Brokers
Office and Sample Rooms:
Brakke Grond and Frascati,
AMSTERDAM, HOLLAND.

STOKHUYZEN & BRO.
Sworn Tobcco Brokers
Office and Sample Rooms:
Nos. 84-86 (Opposite Frascati)
AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMAN
Sworn Tobacco Brokers
Brokers to the Deli Maatschappy
AMSTERDAM, HOLLAND
Office and Sample Rooms:
87 Rokin & 100 Nrs. opposite Frascati

COLOR and CANCELLING STAMPS
LEAD SEALS & STENCILS
Quaker City Stencil & Stamp Wks
Incorporated
234 Arch St., PHILADELPHIA, Pa.

E. S. SECHRIST
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890.
Capacity, Twenty Thousand per Day

YOU ARE LOSING MONEY.
? HOW ?
BAD ACCOUNTS.
Charging them off to profit and loss.
Paying Collection Agency Fees.
Paying Membership fees.
"DO-IT-YOURSELF"
The "Do It-Yourself" collection outfit, is a system whereby you collect your bad accounts YOURSELF and do it in the same way that it is done by Collection Agencies, only BETTER.
? WHY ?
It is a better system.
It is easier to operate.
It keeps the accounts in YOUR OWN HANDS.
It brings the money to YOU.
It saves Collection Agencies fees.
It saves Membership fees.
It saves getting into the hands of unreliable agents.
Price $1.00 Postpaid
Each outfit contains everything necessary to collect 50 claims.
MONEY REFUNDED if on receipt you are not perfectly satisfied.
ORDER TO-DAY
United States Collection Agency
Suite 19, 163 Randolph Street
Chicago, U. S. A.
Agents Wanted Write for proposition

WM. STEINER, SONS & CO.
Lithographers.
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540-550 W. 58TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

Weidman Bros. & Moyer
Manufacturers of
Cigar Boxes
Special Attention to GOLD LEAF EMBOSSING HIGH GRADE Work
Factories:
Womelsdorf, Pa., Sinking Spring, Pa.
Established 1891

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

LABELS
CAUTIONS
Cigar Ribbons Silk, Imitation & Muslinola Ribbon
CORRESPONDENCE SOLICITED
KEYSTONE VARIETY WORKS
HANOVER, PA.
ESTABLISHED 1690
WE WANT YOUR OPINION
GIVE US A TRIAL
Printed or Stamped in Gold or Silver
BANDS
STOCK CARDS

Established 1877 New Factory 1904
H. W. HEFFENER,
Steam Cigar Box Manufacturer
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES, AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIE
First Quality, Long Filler, Hand Made

JOHN SLATER & CO.
MANUFACTURERS OF
Hand-Made, Long Filler and Mold Stogies

OUR OTHER BRANDS
NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.

Factory: LANCASTER, PA.

Porto Rico Cigar Co.
Red Lion, Pa.
WHOLESALE CIGAR MANUFACTURERS
Major Paul
Lord Selkirk } 5c.
Arrow Point
Tom Lewis—2 for 5c.
Wholesale and Jobbing Trade Only

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
Manufactured Only by
LEONARD WAGNER
Factory No. 2 707 Ohio St., ALLEGHENY, PA

GEO. STEUERNAGLE
Manufacturer of
THE CELEBRATED
Trade Mark.
MERCHANT & MANUFACTURER
Registered.
LONG HAND-MADE STOGIES. FILLER
Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

HAROLD FRIES
FRIES & BRO
92 Reade St., New York.
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the * * *
WORLD-RENOWNED
Spanish Betuns,
ONLY NON-EVAPORATING
Cigar & Tobacco Flavors
Sweeteners, etc.
Sample Free The Most Popular Flavor Since 1855.
Please write for them
Guaranteed to be the Strongest, Cheapest, and Best

PLANTING TOBACCO SEED IN TEXAS

Orange, Tex., March 21.

L. S. Shelfer, the tobacco expert who is in charge of the Orange county demonstration farm, was in the city and stated that he was now engaged in planting the seed for this year's tobacco crop. He expected to cultivate fifty acres of tobacco this season, two acres of which will be under shade, but the balance cultivated in the open, as was the entire crop last year. One of the big irrigating reservoirs has been completed and the other is approaching completion, and from these, supplied with water from two artesian wells, the farm will be irrigated this year.

Arrangements are now being made to install a small cigar factory here for the purpose of manufacturing the tobacco grown on this farm last year, and which will be made a permanent enterprise here.

Rutherford, Constitution, Hunter—a strong trio.
El Draco Cigar Mfg. Co., Philada.

Business Changes, Fires, Etc.

Florida.

Key West.—Felipe Carbonell, cigar manufacturer, satisfaction of mortgage, $1,000.

Georgia.

Atlanta.—J. M. Milner, tobacco, petition in bankruptcy.

Grangeville.—Hockersmith Bros., cigars, confectionery, etc., F. Hockersmith individually, real estate mortgage, $500.

Nampa.—E. A. Johnson, cigars and confectionery, sold to George Duval.

Twin Falls.—MacCauley & Co., cigars and confectionery, sold to T. J. Wood & Co.

Illinois.

Chicago.—Frank G. Osgood, cigar manufacturer, out of business.——George J. Stadler, cigars, etc., sold out.

Indiana.

Greenville.—J. E. & O. K. Turner, leaf tobacco, chattel mortgage, $600.

Indianapolis.—Harry Hagerhorst, cigars, chattel mortgage, $500.

Iowa.

Grinnell.—William Van Draska, cigars, bill of sale, $1,500.

Leon.—W. A. McCann, cigars, sold stock.

Kentucky.

Sanders.—W. A. Shirley & Bro., tobacco traders, burned out; insurance ample.

Massachusetts.

Boston.—Oscar E. Page, cigars, chattel mortgage, $1,500.

Holyoke.—Thomas J. Anderson, c... gars, news, etc., petition in bankrupt...

Nebraska.

Hastings.—Sink & Bloom cigar C... changed name to Evans-Bloom Cig... Co.

New York.

Buffalo.—Pappas Bros., manufa... turers and wholesale cigarettes a... cigars, bankrupt.

Cold Spring.—Mrs. C. O. Stephen... cigars, succeeded by James H. Bell.

Lockport.—James Rooney, cig... manufacturer, petition in bankrupt...

Syracuse.—William H. Brannan, c... gars, sold out.

Ohio.

Bellefontaine.—Thomas M. Marpe... cigars, etc., dead.——Nellie Mann... restaurant and cigars, refiled chatt... mortgage, $169.

Dayton.—C. & S. Kramer, cigars a... billiards, chattel mortgage, $102, ... filed.——The W. L. Bucher Cigar Co... incorporated.

Union.—W. J. Sharer, leaf tobacco... real estate deed, $750.

Youngstown.—Tod House Cigar Co... succeeded by Van Baalin & Co.

Pennsylvania.

Allentown.—Henry F. Glasswage... cigar manufacturer, real estate mor... gage, $300.

Reading.—S. & B. Cigar Co., manu... facturers, dissolved; now Schultz Cig... Co.

Texas.

El Paso.—W. F. Montgomery, cigar... and tobacco, sold out.

Virginia.

Richmond.—E. T. Hicks, manufac... turer cigars and cheroots, dead.

Wisconsin.

Clinton.—Louis J. Heth, manufac... turer and retail cigars, real estate... mortgage, $1,400.

Milwaukee.—Sam B. Kind, cigars... etc., out of business.

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847,458 Tobacco and match box... Howard A. Beham, Renfrow, Ind. T...

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847,341 Cigar holder; John Knaf... Pueblo, Col.

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847,815 Tobacco knife; Wm. A. Fiet... Fort Barrancas, Fla.

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MINNICH BALING PRESS

Patented March 9, 1897
For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.
Specially Constructed
..PRESSES..
For Leaf Tobacco Packers
Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.
MINNICH MACHINE WORKS
Landisville, Lancaster Co., Pa.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
27 South Second Street
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
Correspondence Solicited
JOHN A. SAUL
Le Droit Building, WASHINGTON, D. C.

METAL EMBOSSED LABELS METAL PRINTED LABELS
ENGRAVING EMBOSSING
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS

JACOB G. SHIRK
Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds
Are the CIGARS of the following Registered Brands
"Brilliant Star" Clear Havana . . 10c.
"S. B" Half Havana . . . . . 5c.
"S. B." Little Havanas . . . . . 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made 2 for 5c.
Special Brands Made to Order
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here We Will Save You Money

For Sale by All Dealers
VIRGINIA PERIQUE

MIXTURE
The AMERICAN TOBACCO CO., NEW YORK

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WM. F. COMLY & SON

Auctioneers and Commission Merchants

27 South Second Street

PHILADELPHIA

Regular Weekly Sales Every Thursday

Cigars, Tobacco, Smokers' Articles

Special Sales of Leaf Tobacco

Consignments Solicited Advances Made

Settlements Made on Day of Sale

Patents

Caveats, Trade Marks, Design-Patents, Copyrights, etc.

Correspondence Solicited

JOHN A. SAUL

Le Droit Building, WASHINGTON, D. C.

METAL EMBOSSED LABELS METAL PRINTED LABELS

H. J. Fleischhauer

CIGAR LABELS

238 Arch Street, Philadelphia.

TELEPHONE 1561

EMBOSSING EMBOSSING

LITHOGRAPHING SPECIAL DESIGNS

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American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.

IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds

Are the CIGARS of the following Registered Brands

"Brilliant Star" Clear Havana . . 10c.
"S. B" Half Havana . . . . . 5c.
"S. B." Little Havanas . . . . . 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made 2 for 5c.

Special Brands Made to Order

Stauffer Bros. Mfg. Co., New Holland, Pa.

Send Your Cigar Buyer Here We Will Save You Money

For Sale by All Dealers

VIRGINIA PERIQUE

MIXTURE

The AMERICAN TOBACCO CO., NEW YORK

INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

"AS GOOD AS THE NAME"

E. REGENSBURG & SONS

THE AMERICAN

TRADE MARK. REGISTERED

HAVANA CIGARS

NONE GENUINE UNLESS BEARING THIS BAND WITH OUR TRADE MARK IN COLORS

E. REGENSBURG & SONS THE AMERICAN

BEWARE OF IMITATIONS.

ON SALE EVERYWHERE

Constant Growth

signifies

Constant Merit!

Cigars that hold the confidence of their smokers pay dealers best.

DIAMOND JOE CIGAR FACTORY brands stand pre-eminently in a class of their own.

H. FENDRICH

Evansville, Ind.

WARREN BECK & BRO.

Ten-Cent Brands:
Duke of Westminster
Admiral Gherardi
Gen. Warren
La Responder Marcana
La Cantidad

Cigar Manufacturers

York, Pa.

Michael Hose A. F. Brillhart

Dallas Cigar Co.

Manufacturers of CIGARS & Dealers in LEAF TOBACCO,

Dallastown, Penna.

A. D. KILLHEFFER

Maker of

High Grade Cigars

Communicate with Factory

No Salesmen

MILLERSVILLE, PA.

E. ROSENWALD & BRO.

THE TOBACCO WORLD

Established in 1881. Vol. XXVII., No. 14. | PHILADELPHIA and NEW YORK, APRIL 3, 1907. | One Dollar per Annum. Payable in Advance.

Philipp J. Kolb & Co.

Importers & Packers

OF

LEAF TOBACCO

310 Race Street Philadelphia

• CENTRAL UNION •

No other brand of Tobacco has grown so quickly in public favor

Reasons:

Quality Price

Union Label

Friendly Dealers' Aid

and

Tobacco Trust's Hostility

United States Tobacco Co.

Richmond, Va.

SUMTRA TOBACCO

1906 SUMATRA CROP

SUMTRA TOBACCO

TOBACCO

Samples to be had on application

700 Bales Purchased at First and Second Inscriptions

H. DUYS & CO.

No. 170 Water Street, NEW YORK

De Amsterdamsche Tabakshandelmaatschappij, Amsterdam

SUMTRA TOBACCO SUMTRA TOBACCO

Growers and Packers of

FLORIDA TOBACCOS

Write for Samples

SCHROEDER & ARGUIMBAU

178 Water Street, New York

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115 Arch Street, Philadelphia

FOUNDED 1853

John T. Dohan — Wm. H. Dohan

SELECTED D & T VUELTA ABAJO

FLOR de D&T

DOHAN & TAITT

Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco

VUELTA ARRIBA

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Established 1825

L B S

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322 and 324 North Third Street, Philadelphia

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Tobacco

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L. BAMBERGER & CO.

Packers and Dealers in

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111 Arch Street, Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N. Y.

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Benj. Labe — Jacob Labe — Sidney Labe

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EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this precinta or stamp.

. . . IMPORTANT NOTICE . . .

The preceding cut is a fac-simile, in its actual size, of the new PRECINTA or warranty stamp which, as authorized by the Government of the Republic of Cuba is now used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that cigars, cigarettes and cut tobacco packages which bear these stamps were manufactured in Cuba.

The consumers of these goods, who wish to acquire the genuine article made in CUBA from pure CUBAN LEAF, should buy no other cigars, cigarettes, or cut leaf packages but those which have this PRECINTA or stamp of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba, who, jointly with the Government of the Republic of Cuba, or separately, will prosecute before the courts, anyone who may attempt to counterfeit, imitate, or in any way render useless the guarantee covered by this stamp. The Colors of the PRECINTA fac-simile: black with pale blue ground; fac-simile of the Presidency of the Rebublic: dark blue.

NEW ENGLAND GROWERS MEET.

Hartford, Conn., March 28.

A secret meeting of tobacco growers of the broadleaf district was held in Comstock's Banquet Hall, East Hartford, last week, and about sixty-five growers gathered early in response to an anonymous postal card notice, said to have been issued by John Hickey, a large grower living on upper Main street. Mr. Hickey had charge of the door and excluded the press from the meeting.

Tobacco prices have broken to 20 cents and the growers are getting uneasy, and some of those present said that the meeting was to get the growers together to hold their crops solidly for higher prices and in the future to devise ways and means to cut out the middle man or buyer who has to stand the brunt of the growers' abuse on a falling market.

It was learned that a committee of three growers from each of the towns of East Hartford, Glastonbury and South Windsor was appointed to perfect a permanent organization. Edward Eckert, a commission broker from Hartford, was present and spoke. The committee on organization will meet again to consider the form of organization. James S. Forbes was chairman and neither he nor the other leaders would say what was said or done, but it was said that Mr. Eckert repeated his address given last fall before the New England Tobacco Growers' Association in Springfield on standardizing the grades of tobacco.

GEORGIA EXPERIMENT STATIONS.

Gainesville, Ga., March 28.

V. C. Brewer, an expert from the United States Agricultural Department at Washington, arrived here last week to establish, at the instigation of Congressman Bell, a number of tobacco experimental stations in the Ninth District. Mr. Bell accompanied Mr. Brewer to Habersham county, where a station was established near Clarkesville. Also Mr. Bell and Mr. Brewer went to Dawson county, and are going from there to Gilmer, Towns and Forsyth counties, where stations will be established, and a reliable grower put in charge. Last year there were four of these tobacco experimental stations in the Ninth District. This year five have been established. The stations established last year were very successful, and it was demonstrated that the best grade of tobacco can be successfully grown in this section.

CIGARETTE SALES GROWING.

Internal Revenue from this Source Increased Nearly a Million Dollars.

Washington, D. C., March 30.

The American appetite for tobacco is growing on what it feeds at a remarkable rate. This fact is shown by the latest figures of the Bureau of Internal Revenue as to collections of revenue on tobacco for the first eight months of the fiscal year ending February 28. Revenue on tobacco for that period amounted to $34,411,775, and was $2,299,499 greater than the amount collected in the corresponding period of the preceding fiscal year.

Nearly $2,000,000 of this increased revenue on tobacco was collected on cigars and cigarettes alone, showing much heavier manufacture and use of them and an increased tendency on the part of the public to smoke them. The increased hold the cigarette is getting on the American people is shown by the fact that nearly $1,000,000 more revenue on cigarettes were collected in the first eight months of this fiscal year than in the preceding corresponding period. The increase in revenue from cigars was nearly as much.

GREEK CIGARETTES FOR EXPORT.

Consul-General George Horton, at Athens, reports that the Greek Government is considering the adoption of a measure authorizing the manufacture of cigarettes for exportation. For this purpose the foreign tobacco necessary for mixing will be admitted free of duty, and it is hoped that thus a great impetus will be given to the cigarette industry. Very few cigarettes are exported from Greece at present. An attempt will also be made, under the supervision of the State, to manufacture cigars, an industry that as yet has not been established in Greece.

Constitution Seed and Havana stands for Quality and Workmanship. Remember that.

A Good Pair to Go On . . .

Two of Our Popular Five Cent Brands.
Our Goods are Made of Best Selections,
Made Carefully, and Made to Duplicate.

Wolf, Neff & Co.

RED LION, PA.

INCREASE YOUR PROFIT!

Columbia Straight Will Do It.

We bought a large supply of Good Havana and Domestic Tobacco at the right time.——We are located where Good Workmen can be had at Fair Prices.

These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.

Fred Schlaeger & Co., Columbia, Pa.

Samples on application.

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. IMPORTERS OF PHILADELPHIA

THE REALM OF THE RETAILERS

Timely Talks with Enterprising Dealers

Store Character

STORE CHARACTER is a matter of vital concern to the business man.

Much of future development and continued prosperity in every commercial pursuit, depends on the careful wisdom employed in its character building. And this building of character is no more completed at the time of the "initial bow to the public" than is the character of the student fixed when he reaches commencement day. In both cases it's a matter that takes constant vigilance through the years of activity to insure firmness and inspire confidence.

We have little use for a sermon on character as applied to individuals at this time—most of us have had that important information drilled into our lives from mother's knee. But since the things with which we have to do take on many personal traits, for which we are in a greater or less degree responsible, it becomes particularly advisable that such matters get a goodly share of attention. If character is what we really are, then its application to business affairs has to do with their actual methods and not with what they are said to be. Surface colorings soon reveal weak places, and they in turn expose the fountain head of causes.

To gain a reputation for reliability is a common and the noblest aim of every business, but to gain it by being strictly reliable is the practice of too few. One of the little every day mistakes practiced by the retail trade, that greatly affects and retards the attainment of reliability, is in telling customers who ask for certain brands of goods that do not happen to be in stock, that same has been ordered and will arrive tomorrow, when it is impossible to have the goods short of a week or ten days, even if they were ordered. The consequences are plain and every argument favoring such misrepresentation is outweighed by the disappointments involved. Better to state facts and meet your customers with the goods at the appointed time. And the concern whose methods compel its clerks or agents to state facts regardless of an occasional lost sale, will survive to bury its losses in deserved prosperity.

If we are to profit by dealing with "all of the people some of the time, and some of the people all of the time," then we must adopt to business uses the things that are known to make individuals honorable, respectable, reliable and popular. Remember that reputation for whatsoever in a business, merely indicates the character that dealing reveals, and that the former can be misleading according to its medium of circulation while the latter is a fixed quantity. Let us therefore see to it that the fundamental principles on which we build our money making structures are just and strong,—that they are defended against the tests of time. Then will reputation work out a lasting profit and competition can never stop it. —W. E. Repass.

The Window Trimmer.

WHEN you consider making a window attractive you have in mind two things: First, that the window is advertising—inexpensive advertising, to be sure, but not the less valuable on that account; second, that your windows have to talk to the passing public.

It's not hard to interest a person when you have him in the store, providing the stock is right, for then you can speak for the merits of your goods. When they are in the window they have to speak for themselves, and that is where the trimmer comes in—he must make the goods do the talking. The windows tell a person what sort of a store is behind them. If the window is clean and trimmed artistically it impresses the passer that the things for sale are the kind he wants to buy. Well displayed merchandise creates a favorable impression and will make the observer give the second look and arouse the desire to purchase.

In starting a window a trimmer must keep in mind its size and shape. He must think of the last window trimmed with the same class of goods, and then try and trim it as different from that as he can. A trimmer may easily allow himself to get in the habit of trimming the same old way time after time. If he does so, however, he becomes stagnant and his windows cease to attract attention.

Personally, I believe in keeping my windows alive by changing them often. Sometimes I make a small, neat window, or again a large, massive trim. Of course, it depends somewhat on the line of goods used. To get the proper effect with some things I have to make a small trim in order to get a smart effect. Again, I have to use a large window in order to produce an attractive display.

The most difficult part of a window is the harmonizing of colors and the disposal of fixtures so that each trimmed stand will add tone to the others. Each unit should be a trim by itself and still be in conjunction with all the others. Many a window has fallen flat because the colors failed to blend or because a fixture was misplaced.

• • •

A Winning Coupon Plan.

ANY ADVERTISING that makes good is good advertising, expert opinion to the contrary notwithstanding. A tobacco man in a town of 8,000 has hit upon a plan that has won its way into the hearts of tobacco users, until he is doing two-thirds of the tobacco business of the town, and all accomplished without the aid of a single line of newspaper advertising.

When the Florodora Tag Company first began putting premium coupons in tobacco, this enterprising merchant offered to redeem these tags for premiums from their catalog at his store. Of course, this met with the universal approbation of the smokers and chewers, as it saved them the bother of sending their coupons and paying transportation charges on the goods. This dealer promptly laid in a few of the smaller articles corresponding to the description in the tag company's catalog and issued some premium checks of his own. These checks were given with every 5 cent purchase or multiplies thereof, the premium value of each check being the same as a half tag of the Florodora people, so that a purchaser could select a premium from their catalog and exchange whichever series of coupons they liked for it, or use them in connection with cigar bands, tags, etc., only when presented at the store. In this way each purchaser received a whole tag with each 5 cent purchase instead of only the half tag of the Florodora Company.

The result of this plan was gratifying and the dealer found it necessary to carry in stock many of the large articles, such as guns, clocks, sewing machines, etc., which he procured from wholesale dealers and answering to the description in the catalog, also using some of the company's premiums which he obtained with the coupons returned to him. People came from all surrounding towns and bought their smoking supplies from Wilson's in order to get the double coupons, and the advertising he thus secured can never be estimated in dollars and cents. Many customers bought large quantities of tobacco in order to secure remaining necessary coupons to secure some premium until it became positively necessary for this dealer to carry a larger stock of tobacco and smokers' supplies than ever before. Today he does a large wholesale as well as retail business.

A pool and billiard room is operated in connection with this tobacco store, and coupons were given for each 5 cents the players expended, and the plan grew so popular it was almost impossible to get a chance at the tables.

You all know how the Florodora tag craze swept the country a short time ago, how everybody, men, women and children collected them, until the company found it neeessary to extend the time limit several times in order to meet the demands of the people. And then came the final day. The merchant had hundreds of thousands of tags, etc., brought to him during the last weeks of the contest.

After the Florodora tags were called in our merchant did not consider it necessary for him to do likewise, so he got a new tag—something different.

This tag has a cash value, and can be redeemed for cash—2½ mills to every 5 cent purchase, which is one half tag. Ten whole tags will purchase any 5 cent article in the stock. Fifty whole tags can be exchanged for a 25 cent pipe, tobacco or other article, or cash.

• • •

New Ruling as to Dummy Boxes.

RETAIL DEALERS in tobacco, etc., will need to exercise unusual care in the matter of window display in the immediate future, as officers of the Internal Revenue Department have inaugurated a movement to prevent the use of dummy packages of tobacco which bear the official caution notice, says Tobacco.

As in the case of smoking mixtures packed in tins, whether in boxes, cans or caddies, the caution notice is almost invariably lithographed upon the package, the order of the revenue officials is practically a ban upon the issue of such dummy packages of tobacco packed in tin for shelf or window display purposes.

Some manufacturers have sent instructions to their customers in all sections to destroy all dummies forthwith. As a matter of fact the only dummy that violates the new regulation is that one which bears either the revenue stamp or the caution notice, a imitation of a regular package. The requisite formality is to erase or remove both the stamp and the caution.

Internal Revenue inspectors of New York say that the ruling against the use of dummy packages is to be strictly construed hereafter and they intimate that a number of other things respecting the tobacco manufacturing regulations are to be more strictly construed in the future. They say that all tins and packages of all manufacturers are being closely scrutinized in Washington and those whose goods are not in entire conformity with the Internal Revenue laws are to receive letters of warning.

• • •

Systematic Storekeeping.

IT IS just as important, for the better ultimate success of a retail business, to have it thoroughly systematized, as it is for the largest and most complicated manufacturing industry.

A good example of systematic retail storekeeping was discovered in St. Paul not long ago, which system has been originated as long ago as 1884, and it came in the shape of a printed set of rules which was to govern the establishment referred to, and which had been given by the proprietor of the store to a new clerk, for his education. He accepted it very gracefully, followed it implicitly, and has himself become the proprietor of a retail store and is enjoying a wholesome business.

These rules read as follows:—

September 4, 1884.

1—Open store at 6.45 a. m.
2—Get morning papers in place.
3—Sweep store, including each and every corner.
4—Wipe showcases from top to bottom.
5—Cut chewing tobacco for the day.
6—Store must be swept out at nine o'clock, eleven-thirty o'clock, one o'clock and four o'clock each and every day.
7—Always dust after sweeping and also wipe showcases off.
8—Go to dinner at twelve o'clock every day and get back at one o'clock. Every Monday, Wednesday and Friday evening, go to supper at five o'clock and get back at six o'clock. These nights you will work and close store at 8.30 p. m.
9—Sundays come to work at 12.30 p. m and close at 8.30 p. m. every second Sunday.

• • •

DON'T talk about your competitors. "Say nothing and saw wood." Keep your eyes open that you may profit by their success and avoid their mistakes.

E. A. CÁLVES & CO. ◇ HAVANA 123 N. THIRD ST. IMPORTERS OF PHILADELPHIA

Gieske & Niemann, Packers & Dealers in Leaf Tobacco
No. 204 South Charles Street
Baltimore, Md.

FLAG LAW UPHELD.

Although nearly one-half of the States of the Union have enacted legislation for the purpose of preventing the national emblem of the United States being used for advertising purposes, no such protection has ever been given the flag by the Federal Government.

Federal approval of State laws which guard the flag from being used for purposes which would bring disrespect upon it has been obtained recently, however, as the result of an appeal made to the Supreme Court of the United States by two men convicted under the law of the State of Nebraska, of having used the flag for advertising purposes.

In an unusually interesting opinion, in which he laid stress upon the great value of a national emblem to a country and its inhabitants, Justice Harlan, who delivered the opinion of the Supreme Court, upheld the law of Nebraska.

The test case was in itself of little importance, the plaintiffs having been charged with having had in their possession for the purpose of selling a bottle of beer upon which a representation of the flag of the United States was painted. The opinion of the court, however, was national in its scope.

In appealing their case to the highest tribunal in the land, the defendants maintained that Congress alone had the right to prohibit the use of the flag for illegitimate purposes, and that the law of Nebraska by especially allowing magazines, newspapers and certain other publications to use the flag, provided it was not connected with an advertisement, was discriminating against a certain class of citizens.

As to the right of the individual States to legislate upon what use can be made of the flag, Justice Harlan in his opinion stated:

"It may be said that as the flag is an emblem of sovereignty, it was for Congress alone, by appropriate legislation, to prohibit its use for illegitimate purposes. We cannot yield to this view. If Congress has not chosen to legislate on this subject, and if an enactment by it would supersede State laws of like character, it does not follow that in the absence of national legislation the State is without power to act.

"There are matters which, by legislation, may be brought within the exclusive control of the general government, but over which, in the absence of national legislation, the State may exert some control in the interest of its own people. For instance, it is well established that in the absence of legislation by Congress a State may, by different methods, improve and protect the navigation of a water-way of the United States wholly within the boundary of such State. So, a State may exert its power to strengthen the bonds of the Union and therefore, to that end, may encourage patriotism and love of country among its people.

"When, by its legislation, the State encourages a feeling of patriotism towards the Nation, it necessarily encourages a like feeling towards the State. One who loves the Union will love the State in which he resides, and love both of the common country and of the State will diminish in proportion as respect for the flag is weakened. Therefore a State will be wanting in care for the welfare of its people if it ignores the fact that they regard the flag as a symbol of their country's power and prestige, and will be impatient if any open disrespect is shown toward it."

He then continues his argument by stating that to use the flag for purposes of trade and traffic tends to degrade and cheapen it in the estimation of the people, as well as to defeat the object of maintaining it as an emblem of national power and national honor. The opinion reads further, referring to the Nation's flag:

"It is not extravagant to say that to all lovers of the country it signifies government resting on the consent of the governed; liberty regulated by law; the protection of the weak against the strong; security against the exercise of arbitrary power; and absolute safety for free institutions against foreign aggression.

"As the statute in question evidently had its origin in a purpose to cultivate a feeling of patriotism among the people of Nebraska, we are unwilling to adjudge that in legislation for that purpose the State erred in duty or has infringed the constitutional right of any one. On the contrary, it may reasonably be affirmed that a duty rests upon each State in every legal way to encourage its people to love the Union with which the State is indissolubly connected."

The opinion concluded as follows:

"Without further discussion, we hold that the provision against the use of representations of the flag for advertising articles of merchandise is not repugnant to the Constitution of the United States. It follows that the judgment of the State court must be affirmed."

—Edward Jericho will shortly open a cigar factory at New Berlin, Ill. He was lately in the employ of Albert J. Gebert, at Jacksonville, Ill.

—W. A. Tillinger, of Watertown, N. Y., has engaged the services of Howard O. Clair, of Sackets Harbor, to take charge of his cigar factory.

—W. I. Mayer & Co., 147 East State street, Trenton, N. J., was recently incorporated to deal in tobacco and supplies, with a capital of $125,000. The incorporators were E. L. Kern, N. F. Bicking and J. K. Neagley.

—John T. Young's tobacco barn near Olmstead, Ky., was burned to the ground last week with about twenty thousand dollars worth of tobacco. Mr. Young belonged to the Dark Tobacco Growers' Association, but it is claimed he was buying independently. It is believed the barn was burned by night riders.

HUNTER—A Nickel Cigar
Has won many races for dealers.
Try it.

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

Norristown
Keyno
HAVANA SHORTS
2 oz. 5c.
Tobacco Works
NORRISTOWN, PA.
Manufacturers of
Havana Shorts
Private Brands for Jobbers a Specialty
Samples submitted on application

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

John U. Fehr Established 1883 Geo. N. Fehr

J. U. Fehr & Son

Importers and Packers of

Leaf Tobacco

700 Franklin St., 101 to 107 S. 7th St.,

READING, PA.

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia

Long Distance Telephone, Market 3025.

S. Weinberg

121 North Third Street

PHILADELPHIA

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

Tobacco

Cable Address, "Heiland, Lancaster" Telephone Service

JOHN F. HEILAND & CO.

COMMISSION MERCHANTS AND DEALERS

Leaf Tobacco

Eastern Agents MaGee Tobacco Case

Representing

George H. Rumrill, Janesville, Wis.;
The Miami Valley Leaf Tobacco Co., Dayton, O.;
The Krohn Tobacco Co., Windsor, Ct.;
Dewaard & Koking, Cincinnati, O.;
F. W. Dohrmann & Son, Cincinnati, O.;
Meiskey & Heiland, Lititz, Pa.

48 E. Chestnut Street

P. O. Box 178

LANCASTER, PA.

H. VELENCHIK S. VELENCHIK

VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

HENRY RINDSKOPF

Packer and Importer of

Sumatra, Havana and Domestic **LEAF TOBACCO**

N. E. Cor. Fifth and Washington Sts.

Reading, Pa.

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630-636 N. Prince St.

Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of **Sumatra and Havana**

Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

No. 240 Arch Street, Philadelphia, Pa.

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.

Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

CONTINUED DULL MARKET IN HAVANA.

Small Lots of New Crop, However, Are Taken on Arrival, and Prices Remain Firm with No Prospect of Lower Figures.

(Special Correspondence of The Tobacco World.)

Havana, Cuba, March 25, 1907.

The market during the past week has again been very quiet, as the transactions noted below will indicate, although it is possible that for home consumption a few more small parcels may have changed hands. Of libra de pie (ground leaves) Vuelta Abajo, small lots are constantly coming now of the new crop, which seem to find a ready market, as they are not so extremely flimsy and contain some quality, therefore the better classes can be used as fillers by our cigar manufacturers, while the lowest grades find ready acceptance by our cigarette manufacturers.

Prices are ruling pretty stiff, and owing to the scarcity of stocks it hardly seems probable that we will be able to count upon any lower figures later on. In fact the continued dry weather is exercising a very bad influence upon the plants which are still growing in the fields, as the want of moisture is apt to shrivel them up, or at best keep them in a condition where further development of the leaves is stopped.

The fear is also expressed that when the temperature shall change that the rainy season may set in earlier this year than is usually the case, and if this should happen then good bye to the hopes of the farmers to raise any further quantity of tobacco in good condition. Of course, if an occasional rain shower should fall it might change the whole complexion of the (at present) rather dark outlook.

Most farmers in the Vuelta Abajo who lost their drying sheds during the cyclone last fall, and did not have sufficient money to put up an adequate number of houses, find themselves in a condition that at the moment they cannot find any more room in which to hang up the tobacco to dry, as every available space is chuck full of dry leaves.

As far as the Remedios outlook is concerned it is now believed that the crop in quantity may fall short quite a bit, as reports from some places indicate that perhaps only 25 per cent. will be raised as compared with last year. Of course there are some localities which will show a better yield, and possibly even produce a trifle more than in 1906, but on an average there will be a shortage. It is also claimed that the season having so far advanced even rain will not be of any benefit now, as the plants are drying up in the fields, and instead of having three cuts, in a good many places only one cut is all that the plants have given.

Under these circumstances the holders here of the Remedios 1906 crop are beginning to feel firmer again and do not seem to care whether they sell their present holdings or not as they are convinced that this class of tobacco will be the only serviceable one for the American manufacturers, and upon which they will have to rely for at least the next twelve months. If it should be confirmed later on that the 1907 growth will need two years to cure, then the 1906 crop will have to last for two years to come.

Sales

only ran up to 681 bales in all, of which 46 bales were of new Vuelta Abajo, and 635 bales were of Remdios. American buyers have purchased 635 bales, while for local consumption 46 bales were taken.

Buyers Come and Go.

Arrived.:—E. A. Calves, of E. A. Calves & Co., Philadelphia.

Departures:—Francisco Diaz, for Tampa; E. A. Calves, for Philadelphia.

Havana Cigar Manufacturers

The strike of the cigarmakers of the trust has not yet ended, at least in the city, although all the different branch factories in the country are working again. The independent cigar manufacturers are working only half time, partly in order to help in bringing the striking trust cigarmakers to terms and partly also in order to make their reduced stocks last so much longer. Orders, however, do not seem to be lacking, although the average price of same in most instances is not sufficient to cover their cost, therefore the cigar manufacturers here are still deliberating in the effort to find ways and means of bettering their position, particularly as it seems that the cost of the new leaf this year will rule exceedingly high.

Among the factories which are working most are H. Upmann & Co., Partagas, Sol and Eden.

Buying, Selling and Other Notes of Interest.

Grau, Planas & Co., who are on the point of dissolving their firm at the end of this month, sold 500 bales of Remedios from their holdings.

E. A. Calves has been over our market very carefully, selecting some 350 bales of choice Remedios leaf.

Gonzalez y Miguel were sellers of 135 bales of Remedios.

Loeb Nunez Havana Co. has been doing a good business right along in the United States, and are shipping regular quantities by every steamer. They have also been receiving several lots of new libra de pie from Vuelta Abajo, which they had no trouble in selling right off to our local manufacturers.

Percival Levi, the Maiden Lane Leaf Tobacco Importer of New York, who arrived here two weeks ago, has been going over our market very thoroughly, posting himself as to the available stocks still held here and making his preparations for the requirements of his many Tampa and Key West friends as regards the new crop. He seems to have been very successful in his efforts to secure sufficient tobacco for them during the coming tobacco year, and left last Saturday well satisfied with the accomplishment of his purpose in making the trip to Havana.

Rutherford Clear Havana Cigars are sold by successful dealers. There is a Reason.

ESTABLISHED 1844

H. UPMANN & Co.

HAVANA, CUBA.

Bankers and Commission Merchants

SHIPPERS OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF

The Celebrated H. UPMANN Cigar Brand

FACTORY: PASEO DE TACON 159-169

OFFICE: AMARGURA 1 HAVANA, CUBA.

Representative of our "H. UPMANN" Brand for the United States and Canada

CHARLES LANDAU

New York Office: 82 Wall Street Montreal, Canada: Board of Trade Building

SYLVESTER & STERN

SUCCESSORS TO

LEWIS SYLVESTER & SON

Growers, Packers and Importers of

Havana Tobacco

HAVANA, CUBA Monte 56

NEW YORK 165 Front Street

PLANTATIONS and ESCOJIDAS:

In VUELTA ABAJO at PUERTA de GOLPE
" PARTIDOS " SANTIAGO de las VEGAS
" REMEDIOS " SANTA CLARA
" " " QUINTA CAMAJUANI
" " " SANCTI SPIRITUS

FACTORY VEGAS A SPECIALTY

CHARLES BLASCO

Commission Merchant

Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ Y MIGUEL

Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ — R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO — HABANA, CUBA.

S. Jorge — Y. P. Castaneda

JORGE & P. CASTANEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

PARTAGAS

Independent Cigar Factory

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street — *Habana, Cuba*

Cable: CIFER

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA — *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" (Correspondence Solicited in English)

HENRY VONEIFF — F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

PACKERS and EXPORTERS of LEAF TOBACCO

73 Amistad Street, HAVANA, CUBA

Branch Houses: 616 W. Baltimore Street, Baltimore, Md. P. O. Box 433, Tampa, Fla.

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ

J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128 Cable: "JOMAGARCIA" HABANA, CUBA

Receipts From the Country

	Week ending March 23 Bales	Since Jan. 1 Bales
Vuelta Abajo	357	1,230
Semi Vuelta	51	74
Partido	—	157
Matanzas	1	109
Remedios & S. Clara	12	4,614
Santiago de Cuba	204	1,593
Total	625	7,777

SPRING TRADE IS ON IN BOSTON.

Drug Store Cigar Sellers Discussing the Change in Jaynes & Co. Stores.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., April 1.

The cigar trade for the spring season has started in nicely, and many of our prominent retailers had their windows arrayed in Easter garb. Saturday was an elegant day, and in some sections of the city there were streams of people on the streets until midnight.

Not alone did the cigar stores fare well, but all other branches of the trade participated.

Many of our cigar stores have been selling hundreds of trick cigars for April Fool's Day, which is today.

What effect the change in Jaynes & Co.'s stores will have on the trade is being much discussed. I know of two drug stores here which are going to discontinue the National Cigar Stands Co.'s cases. Some other druggists who have these stands in their stores are wondering if the new concern which has taken over the five Jaynes stores intends to do more slashing in prices. Everyone is now convinced that the United Cigar Stores Co., the United Drug Co., the National Cigar Stands Co. and Jaynes & Co. are all part and parcel of the big trust.

Paul Klein & Co. proprietors of Klein's Pharmacy, have leased the old store corner of Essex and Washington streets, formerly operated by the Pierson Drug Co., and will open an up-to-date cut price store there on May 15.

John Boajian, a cut price druggist at Harrison avenue and Beach street, has leased the store next door to the Tremont Theatre, and will open up for business the first of May.

Mr. Hinman, representing L. Sanchez & Co., was a recent visitor here.

Sam Marcuson, the Boston representative of the Khedivial Co., New York, is spending a few days at the factory headquarters. Samaris, the firm's new 10 cent Turkish cigarette, is catching on nicely.

Joe Gordon has sold his cigar and tobacco store at 999 Washington street.

The Custom House Exchange, on State street, gave every patron of their lunch counter last Monday a 1⅛ ounce package of the popular Central Union cut plug, and it is needless to say that they disposed of considerable tobacco in that way.

J. Higgins is now plugging the Hassan cigarette for the American Tobacco Co.

Max Morse, a tobacconist on Broadway Extension, and J. Wilensky, a retailer at 936 Washington street, have been forced to vacate their stores, owing to the tearing down of that block of buildings to make room for a new subway station of the Boston "L" road.

L. Pinkous, Cleveland, O., was here on Monday showing a line of samples of C. M. Clime & Bro., Terre Hill, Pa., and Chas. Snyder, Yoe, Pa. It was Mr. Pinkous' first trip to the Hub, and he departed thoroughly well satisfied.

R. L. Goudrich, formerly with the Marlboro Cigar Co., and later with the C. C. A. concern, is now the New England representative for Jacob Stahl, Jr., & Co., New York, makers of the Brunswick, St. Regis and other brands. Mr. Goodrich's office is at 215 State street.

The Markell Drug Co., Scollay Square, will shortly offer their patrons two new brands of union made cigars from the factory of Deutsch Bros., New York, under the titles of Beaumont and Lady Rosedale.

M. Huberman has started a cigar factory in Everett, Mass. His leading brand is the Belmont cigar.

M. Barnett & Co., leaf dealers on Milk street, report a brisk demand for Florida and Georgia shade grown wrappers, of which they carry a nice assortment.

A. F. Rico, the Havana importer, is at present in Cuba making some purchases.

E. E. Steeves, representative of the R. A. Patterson Tobacco Co., has returned from a suceessful trip in Connecticut. He reports his firm's Tuxedo is selling nicely in that territory.

The engagement of Miss Mary Schwartz, formerly with Frank Grim & Co., to Godfrey Hymans, the prominent cigar dealer, has been announced.

E. L. White, who has for many years handled the Garcia, Pando & Co. clear Havana account in this market, is now the New England representative of the Cayey-Caguas Tobacco Co., New York, makers of a high grade line of Porto Rican cigars. Mr. White has opened an office at 43 Tremont street.

Woodward's Pharmacy had a nice window display of Kaufman's Smokecraft cigar this week.

Sam Banard, retailer at 121 Hanover street, has been holding a very successful "fire sale" all week.

A. Nathan, proprietor of the cigar stand in the Jewelers' Building, is having a nice run on the William the Fourth, clear Havanas.

The Norma Cigar Co. informed me that the Ruy Lopez brand is selling better than ever here. In fact they shipped out 65,000 of this popular brand of cigars last month, and that is certainly going some.

The sale of Auto pipes at Fink's is simply great, and I understand the Norma Cigar Co. is selling more Auto pipes than any other jobbing house here.

Thomas Charak, the popular Cambridge, Mass., tobacconist, has rented the old Dean cigar store, corner of Friend and Union streets, and after a thorough overhauling will open as a first-class store. Mr. Charak is a man of much experience in the cigar line, and no doubt will make a good showing in this branch store. Ben Ali.

—The Walker Cigar Factory, at Monroe, Wis., has been sold by receiver R. A. Etter, to Reuben Holcomb, of that place, who takes possession forthwith.

—George M. Brown, a cigar manufacturer at South Bend, Ind., has been declared a bankrupt. Liabilities are $1,610.96 and assets $644.

RUTHERFORD CLEAR HAVANA LEADER

from the factory of

El Draco Cigar Mfg. Co., Philada.

PABLO PEREZ — CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

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LUIS MUNIZ — MANUEL MUNIZ — HILARIO MUNIZ

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Amargura 12 and 14, and San Ignacio 25

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Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

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Packers and Dealers in Leaf Tobacco

and COMMISSION MERCHANTS

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PHILADELPHIA, APRIL 3, 1907.

THE SITUATION.

Packers and dealers in leaf tobacco throughout the United States have lately experienced an unusually dull period of trading in domestic leaf. In view of the fact that the new crops have been bought at a comparatively high price, and much is yet to be bought, and no urgent demand for stocks still remaining in first hands, the packers are naturally beginning to wonder what the ultimate outcome will be.

When, last fall, there was published in this paper an article bearing on the trade conditions in the State of Ohio, in connection with which report a portion of the head lines read, "When will the break come?" it caused some little consternation. When, a little later, we published facts and figures to sustain the reasoning of the several reports published, the wiseacres who had ridiculed the ideas advanced, were forced to accept the possibilities predicted.

When we asked "When will the break come?" we did not mean or even intimate that we meant a panic in the leaf market, but we did mean that we believed that the high water mark in prices had been reached, and that a change to one of greater moderation was inevitable.

At that time buyers were out as if on a rampage, and bought at prices unusually high, if the actual trade conditions were taken into just consideration. Some were perhaps prompted by the fact that their packings of 1905 goods had been pretty well closed out, but much of what remained in their hands at that time still remains there.

Anent our figures showing that the production of cigar leaf tobacco in the cigar leaf producing States, during some years past, was in excess of the actual needs of production of the number of cigars manufactured during the same period of time, it is shown that our reasoning was correct and logical, and that the figures presented were likewise remarkably correct. But the fact that there were still large stocks of raw material on hand at the time buying began in the early part of the season seems to have been lost sight of, or the abnormally high prices would perhaps not have been paid.

Recent visits in packing sections plainly revealed the fact that not for many years have packers had so much tobacco on storage in their warehouses at this time of the year as they have now. There is perhaps not an active packer or dealer in leaf tobacco who did not do more business during 1906 than the average annual business for many years. In some instances it was almost double the volume of business of previous years. Consequently the manufacturer, in circumstances enabling him to do so, is stocked up. Nor did he buy speculatively, but rather with a view to self-protection. Whatever the motives of the manufacturers were, the result is that they are pretty well filled up, and are not buying at present prices.

It is a matter of history that whenever, heretofore, after sharp and rapid advances, retroaction set in prices almost invariably dropped to a figure lower than the price at which the ascendancy began. Tradition has it that history repeats itself, but it may not this year, because conditions now are entirely different.

The generally prosperous condition of the cigar industry, and the continued rapid rate of increase in production, is an important factor in sustaining the leaf market. Even though manufacturers are now buying only sparingly, and for almost immediate needs only, in time to come there will be good use for all available supplies of leaf. Such conditions are well calculated to prevent radical breaks in the market, and save the trade from any panicky conditions. Many a fortune made in the tobacco trade has been literally wiped out by rapid declines of values of stocks bought at inflated prices. There is no fear of such disasters at present, owing to the generally wholesome conditions of the trade.

There is one sane question which the dealer may ask himself this year, and that is, Has he not paid a little too much for tobacco in the bundle, and in the face of a moderating market will he be able to come out with a profit?

GET THE RIGHT PERSPECTIVE.

Getting the right perspective is of vital importance. A manufacturer once sent out some form letters (advertising matter) to a large list of prospective customers. The list included about 25,000 dealers, and he decided that high grade paper would be too expensive to use for the letters, so he had the job run off on cheap stock. That manufacturer lost the right perspective.

He did not stop to think that each dealer would only see one of the many letters and would be impressed accordingly, so that while he would be money in on the cost of production he would lose in the end by the unfavorable impression made by the poor paper.

Many can profit by the moral inferred in the experience cited above. The printed matter often reflects the concern's personality so to speak, and the people will be mighty sure to see the reflection, with consequent detriment to the user.

Only a few days ago a case in point was brought to the notice of the writer, by a well known and extensive house, which had received an order by mail from a New York State dealer, and which was written on a sheet of plain paper of very poor quality.

Upon investigation it was found that the writer of the letter was in reasonably good financial circumstances and had a mercantile rating that was satisfactory to the house which had received the letter, but, the use of the cheap and unprinted stationery impressed them that in this case it was an indication of gross carelessness or indifference, if not meanly economical, and they hesitated about sending the goods wanted, fearing that there was a possibility that the spirit of economy might be so thoroughly imbued in the applicant's constitution that imaginary defects or some cause for complaint might be found with a view to getting a reduction in the bill, and therefore he might not be a very desirable or satisfactory customer.

People nowadays are generally taken on their face value, and it is just the same with a merchant or manufacturer. If one wishes to inspire confidence in his customers and the public in general, he can ill afford to get the wrong perspective and stint the quality of the matter that is sent out to them.

Philadelphia Tobacco Trade

With the exception of an interruption on Monday, an extremely unpleasant day, the retail trade had a week of good business. Box trade in some sections of the city on Saturday last was unusually heavy, even for Easter sales. A few dealers, however, report that many of their usual patrons were out of town to spend the Easter holidays, and that they felt the effect of their absence in their receipts. In the suburban sections trade was also very satisfactory, and in a few instances is reported to have been unusually large. The very warm weather of Friday and Saturday last had a good effect in so far as it aided dealers very much in keeping open doors, which is the ideal way for a good cigar business, until the weather becomes uncomfortably hot, then electric fans and other artificial means for increased comfort have to be resorted to, and yet that too sometimes is an alluring attraction to a certain class of customers.

In the Germantown section retail cigar men are progressing with the rapid progress of the popular suburb. More attractive stores are to be seen than formerly, and a higher class of goods is demanded.

W. H. Caupe, at 5611 Germantown avenue, and one of the best known retailers in Germantown, is erecting a new store and dwelling at 5715 Germantown avenue, a few doors from the intersection of Germantown and Ch... avenues, the very centre of G... town's business section. He hop... be in possession of the new pre... by June. A stand is being ope... there now, but it is conducted mai... pecially for the convenience of t... sient trade; a large percentage of... box trade customers continues to p... the main stores for their supp... When the building is finished, how... he will no doubt have the most ... gantly appointed cigar store in t... fashionable suburb.

James I. Hassan, the South ... Philadelphia retailer, had a good op... Easter business, and even his every ... trade shows signs of substantial ... gress. He is one of the most popu... members of the trade in the ea... southwestern section of the city, a... enjoys a large personal patronage.

Thomas F. Fitzgerald, at Fo... third and Lancaster avenue, is an ... staunch advocate of independent ... and every week gives up at least ... of his show windows for the display ... some special piece of goods. He ... claim the distinction of having as p... window trims as can be found ... where on the West Side.

F. Blatt's new store at Forty-f... and Lancaster avenue came in f... much admiration during the Eas... business. Admirably situated as it ... on a triangular corner, with numer... windows for a unique display of ... variety of articles, he is making ... use of them by diversified displays ... cigars in one or more, then tobac... pipes in profusion, and other artic... until the entire series of windows p... sent an attractive appearance. Y... also notice that he has gotten up ... window fittings on the "La Unio... style of red borders along the top ... the windows, which are artistic... lettered The interior is beautifu... lighted, the entire ground floor bei... devoted to the retail departmen... There is a balcony around the ent... building, for the storage of goods ... the jobbing department.

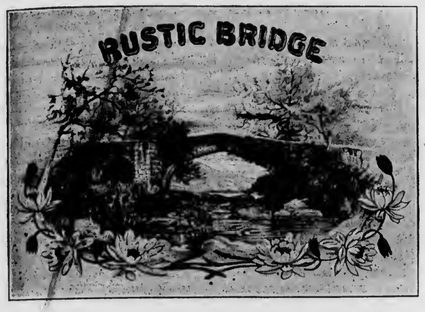
Joe Way hopes this week to open ... new branch store at 911 Market stre... Handsome fixtures and show cases ar... being installed, and a very invit... display of goods will be made.

Reports concerning business with ... manufacturers are somewhat contra... tory. Generally speaking the tra... is in a wholesome condition. Som... manufacturers seem to have lost ... year some old accounts, but on th... other hand they have probably gain... new ones, so that they certainly ar... not retrogressing. Other manufa... turers have difficulty in getting all ... cigarmakers that they could use, ... their oparations are on that acco... somewhat handicapped. The dema... for many of the old established bra... is increasing rapidly. It is noticea... however, that there are very few ne... factories starting in the business ... which is probably due to the gener... condition of the leaf market and t... high price of the raw material.

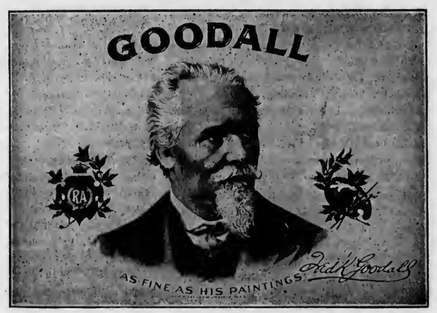
A. J. Rigby, treasurer of the P... bald & Oppenheimer Co., is at the ... tory headquarters this week, assis... Mr. Spotz in the consideration of p... for the proposed new building.

(Continued on page 16)

W. A. LAHR



Wholesale Cigar Manufacturer



Red Lion, Penna.

Get our prices, and make a fair comparison with those of other factories.

Correspondence invited with the Wholesale and Jobbing Trade.
Samples Free to Responsible Houses.

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Sumatra Tobacco

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JOHN W. MERRIAM & CO.

"At the Sign of the Bull Dog," New York

Real Habana Segar Makers and Importers

Habana Scraps and Cuttings for Sale

TOBACCO NEWS OF GREATER NEW YORK

New York Bureau of The Tobacco World

New York, April 2.

The local market was very much interested in the official returns of the Internal Revenue offices which show an increase of over 14,000,000 more cigars during March than during February. This immense output is highly encouraging to holders of raw material, and even if the present state of the market is somewhat sluggish, holders of leaf feel confident that stocks held by manufacturers, at the present rate of increase in the cigar output, will not enable them to continue indefinitely without replenishing. The visible supply of leaf in the market is not only nominal, but in some types it is really scarce, and present holders are not considering offers from bargain hunters.

Importers of Sumatra tobacco prove by their purchases that the statement above made is about correct. There are some people who have prophesied that this class of wrapper leaf had seen its best days, and that in view of the progress of raising a domestic wrapper under shade in Florida and Georgia, the high prices of imported Sumatra would reduce its use to a minimum. Again others have said that it could and would be in time used only on 10 cent and seed and Havana cigars, the exorbitant prices and the high duty prohibiting its use on 5 cent goods.

Reports coming in from Europe indicate that those ideas are altogether wrong. Local importers, who are conservative men, and who have made a careful study of their business and conditions generally, and have been successful as handlers of Sumatra tobacco, have bought more than 10,000 bales at three of the inscriptions, at prices which are at least 25 per cent. higher than they were ever before. It has been figured out by a prominent local importer, that the average price paid for the 5,500 bales bought at the second inscription at Amsterdam for the American market was 347 Dutch cents, or about $1.40 in our money, f. o. b. Amsterdam. The purchases made consist of entire parcels, with the exception of goods suitable only for the German market, and the lots contained first and second sizes of all the different undermarks, good, bad and indifferent. It will, of course, help the sale of last year's tobacco, and the stock held by importers and jobbers is diminishing steadily.

Sumatra substitutes, such as shade grown Florida and Georgia, or Connecticut wrappers, are finding buyers in plenty and the long neglected every day seed leaf wrapper is bound to come into vogue again. In fact there has been quite a call for Connecticut broadleaf for wrapper purposes, by manufacturers who are now using it in an experimental way.

It seems strange that the Connecticut tobacco, which used to be the ideal wrapper before the advent of the Sumatra wrapper, is now so comparatively little used. There are still a few manufacturers who use it almost exclusively on 10 cent cigars, and who have gained a national reputation for their goods, while others imitating the footsteps of the leaders and making almost an identical class of goods, have made a dismal failure of the undertaking.

At the third inscription, held in Rotterdam on March 28, out of 11,[illegible] bales offered, 1,200 were purchased for the American market. The prices paid were somewhat lower than those paid on the previous sales, and cables received by New York houses state that some of the parcels offered contained undermarks which showed quite a tender tobacco, and this it is regretted accounts for the lower prices paid. The chief parcels bought for the country were P. v. d. A | K, P. v. d. A | H. and Mandi A | Deli. E. Rosenwald & Bro. and L. Schmid & Co. each secured 600 bales, while B. Lahey & Sons, of Philadelphia, bought 50 bales.

S. Ashner, a local tobacco importer and packer, has decided to retire from the leaf tobacco business on May 1, after which he will devote his entire time to real estate. Mr. Ashner began his career in 1879 as a cigar manufacturer in East First street. From there he removed to 15 Bowery, directly under the factory of W. Mendel & Bro., again removing from there to 170 First street, where he was in business for about fifteen years. Some years ago Mr. Ashner purchased a tract of land on Coney Island avenue, Brooklyn, and realized about ten times as much as he paid for it. From that time on he dealt more or less in real estate, and is now doing a large business in Manhattan properties.

L. Goldsmith & Co. will remove on May 1 from 174 Front street to 17[illegible] Front street, now occupied by S. Ashner. Goldsmith's lease on their present premises does not expire until July 1, but it has been secured by the Burns-Scrymser Co., oil refiners, of 80 State street, for a period of ten years at $2,500 per annum, to be used as a warehouse, and in order to get earlier possession they paid Goldsmith $800 for the unexpired term of two months.

Buildings in the tobacco district are getting very scarce, and those who own their buildings or have secured long time leases can probably consider themselves fortunate.

Charles R. Goldsmith & Co., of 174 Front street, on April 1 changed the firm name to Goldsmith & Block, although the firm is constituted of the same individual members as it was before, no changes having taken place.

Pinkus Bros., manufacturers of "made to order cigarettes", at 56 Nassau street, are sending out to a list of business men in Philadelphia and elsewhere, taken presumably from directories by addressing concerns, a process letter. Their scheme is to send different blends of tobacco to a would be purchaser for approval, and when he has made his selection, they will retain his preference as to size, tip, etc.

(Concluded on page 18)

For Genuine Sawed Cedar Cigar Boxes, go to L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. stablished 1880

A. COHN & CO.

IMPORTERS OF

Havana and Sumatra

PACKERS OF

Seed Leaf Tobacco

and

Growers of Georgia Sumatra

142 Water Street, New York

EDEN CIGAR FACTORY

of BANCES & LOPEZ
HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK
Will receive and attend to orders
Cigars made strictly of very best Vuelta Abajo Tobacco

ENOS SMITH EDMUND H. SMITH

Hinsdale Smith & Co.

Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF **Tobacco**

125 Maiden Lane
NEW YORK

ESTABLISHED 1840 CABLE: "NARGIL"

T. J. DUNN & CO.

Makers of the

BACHELOR CIGAR

401-405 E. 91st Street, NEW YORK

INDEPENDENT CIGAR DEALERS!

The Sperry & Hutchinson Company's Certificate exactly meets the requirements of you who would make use of effective "Premium" advertising.

It costs less and assures your patrons more than any co-operative or individual plan yet presented to you.

They are redeemable in lots of **100** and upwards with the most complete line of premiums in existence. **1000** will be redeemed with a check payable to the order of any merchant in the United States for **$2.50** worth of merchandise.

For particulars, address

The Sperry & Hutchinson Co.

THOS. A. SPERRY, Pres.

Fully Paid-up Capital, $1,000,000.
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JOSH BILLINGS

5c. Cigar

"There hain't none better than the best."
—JOSH BILLINGS.

This Is the Best.

A cigar of merit with a push behind it.

The Best Little Cigars ever offered the American public.

Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship.
Finest package.

I. LEWIS & CO.

Makers,

Established 1870. **Newark, N. J.**

Z. JOHN NORRIS,
Manager of the Philadelphia Office,
111 Market St.

We believe in Honesty, Good Workmanship, at fair prices to all. Correspondence Solicited

THE OLD HONESTY CIGAR BOX CO., C. W. Bucks, Gen. Mgr.
Rear 634 Washington Street, Reading, Pa.

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

1903-4-5 Zimmer Spanish, 1905 Gebhardt, 1905 Dutch, 1905 Connecticut, etc.

PHILA. TOBACCO TRADE

(Continued from page 12)

about which nothing absolutely definite has as yet been decided upon, except the fact that it is to be the best equipped factory in the city, light, sanitation, and everything else considered.

Sig. C. Mayer, of Sig. C. Mayer & Co., is still touring through the Southern States, where he has been having a very satisfactory business.

Jos. S. Vetterlein, of Vetterlein Bros., has returned from a business trip through the South, where he was in consultation with several of their representatives. He is much encouraged with the business prospects in the South.

Samuel C. Jeitles, of Jeitles & Blumenthal, is back from a business trip through the Middle Western States, and reports having secured several desirable new accounts for his firm's products. Business with them is in a very satisfactory condition.

The Sulzberger-Oppenheimer Co. is energetically endeavoring to get enough additional cigarmakers to enable them to promptly fill the orders which are coming in at a lively rate.

J. Harvey McHenry, of Arthur Hagen & Co., last week visited the trade in Harrisburg, York, Hanover, Lancaster, etc., and met with encouraging success on all of their varied line of goods.

The heavy shipments of Central Union tobacco seen going in and out of the headquarters of "Jack Fowler," representing the United States Tobacco Co., would indicate a very lively business in his line, which is among the few really independent brands of plug cut tobaccos now on the market.

Stanton Brenner, of J. L. Brenner & Son, Dayton, O., has been in the market during the present week, with a line of their packings of Ohio tobacco. He met with a very fair trade here.

Howard E. Stevenson has been kept busy by his fellow salesmen relating his experiences during his recent European trip, which were of a highly interesting character. Stevenson is now showing samples of new importations of Sumatra imported by his house.

E. A. Calves, of E. A. Calves & Co., returned last week from Havana, where he made considerable purchases of leaf for their trade here. Some of his purchases have already arrived. He expressed himself as well pleased with the present prospects for an elegant crop of Vuelta tobacco this year, but says that in the Remedios district the drought is seriously interfering with its growth, and that unless rain has set in by this time it will again not be a good crop.

Harry W. Bremer, of Lewis Bremer's Sons, has returned from a vacation spent in Florida, and has again taken up his active work at the office.

B. Labe & Sons are in receipt of a cable from Jacob Labe informing them that he had secured 50 bales of Sumatra tobacco for his house at the inscription held on Thursday last in Rotterdam.

The firm is receiving this week by steamship Soestdyk, of the Holland-American Line, which left Rotterdam on March 23, 109 bales of Sumatra, coming direct to Philadelphia, and in future will have all their goods shipped from Rotterdam direct to this city.

PHILADELPHIA LEAF MARKET

After a slight flurry occasioned last week by the sale of one lot of Pennsylvania broad leaf, of 357 cases, and another lot of 100 cases, the local leaf market has again settled down to an ordinary every-day-something-doing business, but it lacks in volume. Immediate requirements is the manufacturers' only concern, so confident do they seem that a change in price will occur, when they can again buy a little cheaper.

The hand to mouth sort of business, which has been going on for many weeks now, is growing monotonous. Some houses are apparently willing to make turns on the most moderate of margins, and little by little they are disposing of their stock, but are not themselves buying heavily at prevailing prices asked by packers.

Connecticut and Ohio tobaccos have figured most conspicuously in the past week's transactions. Prices, however, were well maintained.

A moderate business in a small way was done in Sumatra tobacco. Neither purchases nor sales of new goods by dealers have as yet assumed anything like important proportions. Prices remain unchanged. The Havana market has also had only a very moderate business. Former prices are ruling without an exception.

FLOOD THREATENS HAVANA

Havana, April 1.

A portion of this city along the water front is inundated from the sea. Exceedingly high waves are dashing over the sea wall outside the harbor and many streets are flooded. The famous Prado is a sheet of water almost as far as the Central Park. In some cases horses caught in the flood had to swim. The police are rescuing people from buildings of one story in boats. It is feared that some of the houses under water will collapse. The fire department has been called out to Vedado, where the water is reported to be endangering lives. Men are saving property along the sea front and rescuing those in danger. The water has put a stop to the street car traffic between Havana and Vedado.

DULL LEAF MARKET IN LANCASTER

Old Crop Nearly All Sold, But Much is Yet Stored in Packers' Warehouses.

Lancaster, Pa., April 1.

The local leaf market has for the past week been truly in a lethargic condition, with practically no selling of the 1905 tobacco, and although stocks have been gradually getting into other hands and not so great a quantity now remains in packers' hands, it is still largely in their possession—on storage in their warehouses, having never been shipped out.

It has not been the case for at least several years that warehouses have been so filled with old goods at the time of receiving the new. It is somewhat unusual, inasmuch as the old leaf now in warehouses here has largely been sold, but not removed. And that accounts for the fact that so many packers have had to seek additional warehouse facilities within the past year.

New tobacco has been coming in at a rather lively rate, and in fact some packers have received about all they have so far bought.

From 12 to 13 cents only is now being paid in the majority of cases of purchase, and even at that price dealers are a little skeptical, and are not at all confident that they are going to come out well. Farmers have lately been threatening to pack their own tobacco, if they did not sell at their price before April 1. It is reasonably likely that some of them will have the chance to do so, even if still willing to sell but wanting a too high figure. One thing is certain: unless it is an exceptional crop, they will not have another 16 cent offer this year.

Conditions among cigar manufacturers have also changed somewhat in the past week, and less activity is noticed. Not that it is dull with them, but the trade lacks life. Orders are more moderate in size, and shipments not so urgent.

The prospects for an increased acreage in 1907 are very good. Contractors in various sections of the county are booking orders for new or additional tobacco sheds, and farmers are now awaiting good weather so that seed beds can be prepared.

John McLaughlin, who for so many years was the representative of the packing warehouse of L. Bamberger & Co., is this year putting up a nice packing on his own account. He recently received an unusually fine crop for which he paid at the rate of $300 per acre.

Menno M. Fry, of M. M. Fry & Co., has recently returned from the Pacific coast, where he had spent the winter. He is much improved in health.

M. R. Hoffman, of Marietta, who has been ill for several weeks, is now recuperating at Atlantic City.

C. Ruppin, cigar manufacturer at Akron, returned a few days ago from a business trip to Chicago.

John F. Schnupp, with L. G. Haeussermann & Sons, of Philadelphia, has been spending a week in the trade in Lancaster city and county.

Irvin Wallich, with the Maryland Lithographic Company, Baltimore, has made one of his regular trips through this section this week.

Marcus Feeder, a prominent stogie manufacturer of Cleveland, was a visitor here during the past week.

J. Harvey McHenry, of Arthur Hagen & Co., Philadelphia, spent the day here last Thursday, and reported having had a very nice business on the products they handle, in the territory he covered, which included Harrisburg, Hanover, York, Lancaster, etc.

On April 1 (today), G. H. Sachs takes possession of the cigar store and factory of J. Allbright & Bros., at East King and Duke streets, of which they have been the proprietors for many years.

Kasper Bros. will remove from their present location on Queen street near Orange, to 324-26 N. Queen street, as soon as alterations which are now in progress can be completed. These premises were formerly occupied by J. B. Koser, who is now devoting his time to packing leaf tobacco and farming.

SETTLEMENT DAY IN YORK.

The Usual First of April Clearing Up in Full Swing with Business Men.

York, Pa., April 1.

This has been the most strenuous business day for a year past. April 1st always is a busy day for business men in this section of the country; a sort of settlement day, as it were. It is a custom here to have a general settlement of business on April 1st. Leases are commonly made to expire on that date, and people having money at interest expect settlement then.

Business generally has been pretty good during the past week, and although there has been a noticeable falling off in trade with cigar manufacturers it is now believed that the internal revenue returns for March will show a pretty fair month's business.

There is a little less complaint among the leaf dealers, and visiting salesmen are also again becoming more numerous. Cigar box makers are doing a reasonably good business, and that is an indisputable indication that cigar manufacturers are doing a fair trade.

The retail trade had an excellent week's business last week. The extremely warm weather permitted all store doors to be thrown wide open, and that in itself helped sales wonderfully.

One of the most important April 1st announcements comes from Walker & Hostetter & Co., packers and dealers in leaf tobacco, and manufacturers of scrap tobacco for cigar manufacturers' purposes, who announce to the trade that they have secured new, larger and more commodious quarters than they formerly had. They have removed from their former warehouse on Boundary avenue to 144 West Mason avenue. In a letter recently issued by them they write as follows:

"We wish to call your attention to the fact that on account of our large increase in business we were compelled to move into larger quarters, and were fortunate in securing the large Frysinger warehouse at 144 West Mason avenue, with a front entrance at 144 West Market street. The location and easy access to same is surpassed by no other tobacco house in our city.

"Our warehouse is an exceptionally light one and equipped with a sweat room of a capacity of 500 cases, which we are using at present to sweat Ohio and Connecticut tobaccos purchased from the farmers in those two States, and we expect to have the goods ready for the market in a very short time.

"We are now in a position to supply manufacturers with the finest grade of tobaccos as well as the low grades, from Ohio, Wisconsin, Connecticut and Pennsylvania.

"Our Scrap business, which we have been making a specialty of for the last two years, has also increased to such an extent that it was necessary to move that end of our business into larger quarters as well as our leaf business, in order to meet the demand and fill the orders which were piling up on us every day. Our connections with the Ohio and Pennsylvania packers and farmers have placed us in a position that we are able to secure the very finest old well sweated sound tobaccos for scrap purposes. In consequence we are able to supply manufacturers with all grades of combination scrap, no matter how large or small the order may be.

"We are also safe in saying that we have about as fine a suite of offices as can be found in York.

"As to our sample room, a visit by any manufacturer, no matter how large or small, will convince him that we are able to supply his requirements with any amount at prices that are right.

"Come in and see us when you come to York, and we are confident that you will agree with us that we have the finest warehouse now that we ever had, in fact surpassed by no other in York as far as completeness of stock and equipment is concerned."

The leaf men who are packing are now pushing this work rapidly to a finish, and will have it completed earlier than in former years. Yet there is still a great deal of tobacco to be bought from farmers, and just what will be done in that matter remains to be seen.

Several houses here are this year putting up good sized packings and the tobacco now coming in is in a much better shape than that brought in earlier.

Samuel D. Kauffman, a cigar manufacturer at Dallastown, has decided to erect a new factory building, for which ground will be broken in a few days.

Constitution Seed & Filler and Cigar are the Best that can be made. Do you sell them?

CIGAR RIBBONS

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain

Largest Assortment of Plain and Fancy Ribbons

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.

36 East Twenty-Second St., NEW YORK

MARCUS JASKULEK

Packer and Dealer in

Leaf Tobacco

Nos. 812, 814, 816 East Third Street

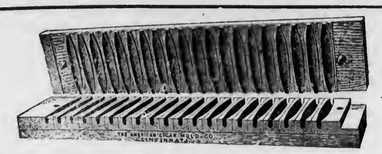
Dayton, Ohio.

Joe Endress, Jr. — A. C. Kercher

Pioneer Leaf Tobacco Co.

Germantown, Ohio

Packers of CIGAR LEAF TOBACCO



High Grade Cigar Molds

in any shape, at lowest prices.

CIGAR MANUFACTURERS' REVENUE BOOKS

25 cents each; postage prepaid, 30 cents.

The American Cigar Mold Co., Cincinnati, O.

Wisdom on the Label
Wisdom in the Cigar

A 5c. Smoke that is so Good It is Bound to Repeat

Ohmit & Kraft

East Prospect Pa.

SIGNS!

Designers, Printers, and Lithographers of CLOTH, ROPE FIBER and CARDBOARD SIGNS, AND PAPER POSTERS.

In Weatherproof Colors

We have Something New In FOLDED EDGE SIGNS.

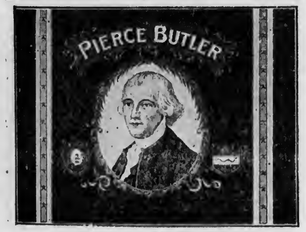
UNION LABEL on Work When Desired.

We Furnish QUALITY AND SERVICE

Write for Prices and Samples

THE MASSILLON SIGN & POSTER CO.

MASSILLON, OHIO.



W. H. SNYDER & CO.

Windsor, Pa.

Manufacturers of Popular Brands of

Fine and Medium Priced Cigars

Correspondence with Wholesale and Jobbing Trade only invited.

Particulars cheerfully given to responsible inquirers.

Our Leaders Include:

Honeysuckle, Rose Show,
Jumbo, Libby Dear,
Verelda, Charles Fay,
Carisima, Gov. Pattison,
Model American, and Others.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

W. W. STEWART & SON

Reading, Pa.

Makers of the

JOHN HAY

LADY HELEN

10c.

JOHN HAY, Jr.

ELI PERKINS

5c.

High Grade Seed and Havana Cigars

Correspondence with Responsible Houses Solicited

L. J. SMITH & CO.

Wholesale Cigar Manufacturers and Dealers in Leaf Tobacco

Red Lion, Pa.

With Specially Designed Bands.

and PAN ANNA

5c. Cigars

TWO HAVANAS

Two for Five Cents

Correspondence with Responsible Houses solicited.

Private Brands made to order.

J. F. REICHARD

Wholesale Dealer in

LEAF TOBACCO

of All Grades

Craley, Penna.

SMITH BROS.

Brokers in Domestic and Imported LEAF TOBACCO

No. 17 Charter Street, Dayton, O.

Ohio Goods Our Specialty

OUR NEW YORK LETTER

(Concluded from page 14)

and then they propose marking them with some design or monogram, designated by the purchaser, and, they say, without extra charge. The whole idea seems to be that if they succeed in getting a customer started in this way, he will probably be so elated in having a distinctive cigarette, with his monogram on it and all that, that he will become a permanent customer, and will buy only "made to order cigarettes."

All the lithographers who are engaged in cigar label work are apparently well filled with orders. In fact one hears considerable complaint from cigar manufacturer that they are being delayed because they can't get certain needed goods fast enough from the lithographers. It seems reasonably likely, therefore, that lithograph houses are busy and can't get goods out fast enough.

L. E. Neuman & Co., 130th street and Park avenue, have added a line of imported brands to their stock, and their only trouble seems to be in getting them in fast enough from the other side. Orders are coming in at such a rapid rate that they cannot be filled as promptly as is desirable.

J. Abramovice, with Wm. Steiner, Sons & Co., recently returned from a short trip East, and reports a highly satisfactory condition existing wherever he went. I understand W. S., S. & Co. are making arrangements to again increase their facilities so as to enable them to handle the rapidly growing volume of business more comfortably.

Wm. J. Merrall, head of the widely known importing and fancy grocery firm of Acker, Merrall & Condit, died at his home, 19 West Seventy-second street, last week, at the age of 76 years.

E. A. Kline & Co., makers of the well known El Symphonie clear Havana cigar, are moving their plant to Tampa, Fla. There is also a rumor on the street to the effect that some changes in the personnel of the firm will soon be made, and that under new arrangements manufacturing facilities will be greatly increased.

The steamer Noordam, of the Holland-American Line, arrived at this port last week with consignments aggregating 2,920 bales of Sumatra tobacco on board.

HUNTER 5c. Cigar
is successful with successful dealers.
El Draco Cigar Mfg. Co., Phila.

George J. Whelan, President of the United Cigar Stores Co., is returning from a trip to Porto Rico.

Two men were caught smuggling Sumatra tobacco as they left the steamship New Amsterdam, and were held for examination by U. S. Commissioner Stanton, at Hoboken, N. J.

Dale S. Hill.

PATENTS RELATING to TOBACCO &c.

848,424 Smoking pipe; Ameen G. Abizaid, Washington, D. C.

848,434 Cigar moistener; Louis P. Bradley, Washington, D. C.

848,030 Tobacco pouch; Benson J. Head, Fort Worth, Tex.

848,130 Device for producing fillers for cigars; Peter A. E. Scheer, Hamburg, Germany.

848,415 Smoking pipe; Arthur Vogelsang, Waterbury, Conn.

—Thomas W. Baker, who has for 11 years been engaged in the tobacco business on Fifth avenue, Pittsburg, died at his home last week, at the age of 74 years.

—Beamsley & Miller, retail cigar dealers at Delavan, Wis., are retiring from business. The premises will be occupied as a factory by George Flanegan.

—New York is attempting, by act of Legislature, to prevent the manufacture and sale of cigarettes.

SPECIAL NOTICE.
(12½ cents per 8-point measured line.)

To Manufacturers of Cigars:

If you have any

Cuttings, Scraps or Siftings

to sell, write us.

We are at all times in the market as Cash Buyers of all these products.

EDWIN L. KOPPELMAN CO.
7-6-1h 81 Pine St., New York.

WANTED—One good hustling agent in every town of the U. S. to sell the O-B Double Cigar Clipper to the retailer. Best pocket clipper on the market. Retails for 10c. Write today for our proposition. Address Charles Obermayer & Son, 66 Nassau street, New York. 3-2t

WE PURCHASE Cigar Molds—all desirable shapes—such as No. 16,261, No. 8,832, No. 8,569. Write us stating what you have and the quantity. Winget Mfg. Co., York, Pa. 12-12t

FOR SALE.—36 Bunching Machines, 64 Cigar Tables, also 2 Stripping Machines. Will consider a fair offer. Address Box 21, care of The Tobacco World, Phila. 4-3t

J. B. MILLEYSACK

Manufacturer of

Fine Havana Hand-Made **CIGARS**

No. 821 Lake Street

LANCASTER, PA.

Correspondence with the Jobbing Trade solicited.

Geo. W. Conway

DALLASTOWN, PA.

Manufacturer of

Nickel & Medium Price

CIGARS

For Wholesale and Jobbing Trade

ESTABLISHED 1889 INCORPORATED 1902

A. B. HESS CIGAR CO.

SUCCESSORS TO

J. E. Sherts & Co.

LANCASTER, PA.

Manufacturers of

High Grade Seed and Havana

Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

E. RENNINGER,

Established 1889.

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. **Denver, Pa.**

The Gilt Edge Cigar Box Factory

J. FRANK BOWMAN

51 Market St.

Lancaster, Pa.

CIGAR BOXES
SHIPPING CASES
LABELS, EDGINGS, RIBBONS

Cigar Manufacturers' SUPPLIES

of All Kinds

Daily Capacity, Five Thousand Boxes

W. H. RAAB & SONS.

MANUFACTURERS OF **High Grade Cigars.**

CAPACITY 75,000 PER DAY

DALLASTOWN, PA.

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE

Is specially adapted to give that Peculiar Sourish Effect desired. **Chaskel's Flavors** the **Cheapest** in the market, considering **what they do.**

A Card Will Bring More Information and Prices.

Chaskel Chemical Works

265 West Broadway, New York

Move Your Tobacco on

Box Truck

USED BY

Leading Tobacco Dealers

BUILT AND SOLD BY

The Wm. F. Kramer Co.

DAYTON, OHIO

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue. E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street. L. S. SCHOENFELD, Mgr.

WHY IS IT

that we sell more HAVANARINE every year? It must be a good thing for the cigar manufacturer and a good thing for the smoker. Why is it that you have not adopted this kasing fluid in your factory?

Stop and think for a moment: "Is it a good thing for me to make my cigars taste better?

Write us about it.

Tobacco Improvement Co.
504 Ninth Street, N. W.,
Washington, D. C.

O. L. SCHWENCKE LITHOGRAPHIC CO
CLARENDON ROAD & E. 37TH ST. BROOKLYN, N.Y.
FINE CIGAR LABELS
BANDS & EDGINGS
PRIVATE BRANDS OF ORIGINAL DESIGN
BRANCHES
CHICAGO SAN FRANCISCO
LONDON 30 SHANNON ST.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

CHICAGO CIGAR FACTORIES.

The Tribune Gives a Review of Their Number and Rapid Growth.

Cigars are one of the most important products of Chicago. In their manufacture, together with tobacco, we occupy a position of national prominence. While the district cannot equal the famous Ninth District of Pennsylvania, yet it manufactures cigars of a far higher grade. In volume of business, too, Chicago belongs among the top-notchers. These statements are borne out by the figures. In this district there are about 1,430 cigar factories, 1,230 of which are in the city of Chicago.

This condition of affairs is all the more remarkable in view of the fact that some years ago there was a stampede among the cigar men of this city. The price of labor, so important a factor in the making of cigars, rose enormously; other and more reasonble fields were sought, Florida being a favorite location. A vast percentage of business has come back to Chicago. The advent of new capital, by selecting this city, has proven its superiority as a point for the manufacture of cigars of all grades. In 20 years the factories in this city have doubled in number, and far more than that in wealth.

The vast volume of local business is in part indicated by the fact that in 1906 there were manufactured here 220,000,000 of cigars. The average gain this city is in constant progress of making is simply enormous. Of the above total, 30 millions have been the increase of manufacture in the last six years. These figures are apart from tobacco, which 275 concerns manufacture in this district. There are also 60 houses engaged in handling leaf tobacco. Approximately, some 25 million pounds of tobacco are turned out from local factories in a year.

Far in excess of its notable manufacturing position, Chicago is superior as a distributing point for cigars. In this respect much the same can be said as of the heavier lines. West to the Missouri river, commanding the great Mississippi valley, an empire of trade easy of access belongs to Chicago capital, and the great houses are realizing these unequaled advantages for marketing their goods. The importance of individual local factories is shown by one concern making 4,000,000 cigars annually. One house, whose factory is in Tampa, handles 2,750,000 cigars yearly in Chicago. Another concern manufactures as many in this city.

—The Standard Cigar Company moved into Lexington, Ky., from Carlisle last week, locating at 145 East Main street. The plant will begin operating this week and will employ fifteen cigarmakers at the start. They will turn out a new brand, Moko, for the local trade. A. L. Young is president and S. E. Peebles is secretary of the company.

WALDORF-ASTORIA COMPANY WILL EXHIBIT.

The Waldorf-Astoria Segar Company is one of the latest firms to contract space for an exhibit at the next Tobacco Show. This is one of the largest, wealthiest and most widely known firms in the independent trade, and they handle principally high class Havana brands. It seems that when a company evidences great prosperity it is at once set down by the public as another branch of the prevalent and always-with-us trust. But Harry S. Rothschild, president of the Waldorf-Astoria Segar Company, has endeavored in every way to identify his company to the public as a strictly independent concern. Theirs was one of the conspicuous exhibits at the Tobacco Show held by the independents last September, and they have taken double the amount of space for 1907.

Mr. Rothschild has been chosen as chairman of the great convention of retail dealers to be held at Madison Square Garden, September 9 and 10, the object of which is to devise ways and means to assist the independent dealer to hold his business against trust and cut-price competition.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

Telephone Call, 432—B
Office and Warehouse:
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLY & CO.
Growers and Packers of
Fine Cigar Leaf Tobacco
Fine B's and Tops Our Specialty
Critical Buyers always find it a pleasure to look over our Samples
Samples cheerfully submitted upon request
P. O. Box 96

J. K. LEAMAN,
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
LANCASTER, PA.
United Phones

J. W. BRENNEMAN
Packer and Dealer in
Leaf Tobacco
Packing House, Millersville, Pa.
Office and Salesrooms,
110 and 112 West Walnut St.
LANCASTER, PA. United Phones

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

W. R. COOPER & CO.
Packers of
Penna. Broad Leaf
Dealers in All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

H. H. MILLER,
Light Connecticut Wrappers and Seconds
Fine Florida Sumatra
IMPORTED SUMATRA and HAVANA
AND MUCH
Fine Filler Stock
327 and 329 North Queen Street,
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS and DEALERS IN Leaf Tobacco
142 N. Market Street,
LANCASTER, PA.

The York Tobacco Co.
Packers and Jobbers in All Grades of
LEAF TOBACCO
Office and Warehouse, 15 East Clark Avenue
Manufacturers of Cigar Scrap Tobacco
York, Pa.

W. B. HOSTETTER & CO.
PACKERS and DEALERS in
LEAF TOBACCO
Georgia Wrappers Packed Like Sumatra
We Make SCRAP Filler, Ready for Use
York, Pa.

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO
Jobber in Sumatra, Florida Sumatra and Havana
Lemon and Arch Sts. Lancaster, Pa.

and **THREE CUBANS**

MANUFACTURED BY

Central Cigar Company

LEWIS SMITH, Proprietor

Forbes and Marion Streets, **Pittsburg, Pa.**

Wholesale and Jobbing Trade solicited.

UNION MADE — SOLD ON ITS MERITS

Fact'y 1898, First District Penna.

TOM BAINES

Nickel Goods.

Strictly a First Class Article—Equal to Any Union or Non-Union Cigar on the Market—Probably Better, You to Judge—and Prices No Higher than Others.

H. G. Burky, Maker, Reading, Pa.

UNION MADE — BLUE LABEL USED

Established 1895 — Telephone Connection

T. L. ADAIR

Manufacturer of

Fine Cigars

Red Lion, Pa.

Special Lines for the Jobbing Trade

H. G. BARNHART

Cigar Manufacturer

Springvale, Pa.

One of Our Leading Brands:

Cuban Duchess

Only High Grade Tobacco Used

Cigars always duplicate

All Jobbers Who Handle Travellers Tips

Say it Always Moves Well

"A Good Five Cent Cigar"

Abbott Cigar Co.

ABBOTTSTOWN, PA.

H. F. KOHLER

Nashville, Pa.

Maker of HIGH GRADE, HAND MADE

Seed and Havana and Fine Nickel Cigars

For Wholesale and Jobbing Trade

Correspondence with Responsible Houses Invited

USE GOOD SEED.

Concerning the all important matter of good tobacco seed, a New York State correspondent writes as follows:

"In this and other tobacco districts the question of a careful selection of seed does not receive one tenth of the consideration to which it is actually entitled. As a general thing the grower uses the same seed year after year for a long time, with no thought that a rapid degeneration through inbreeding is taking place. A carefully selected seed is half the crop. No matter how much care and attention the growing crop receives, without a healthy seed to start with, a healthy crop cannot be raised. The seed that our fathers used would be O. K. today if it could be found in the original state of purity, but in most cases, a pure article of these staple old kinds is not in existence, simply because as a rule no careful attempt was ever made, with a thought beyond the coming crop, to insure purity. A large proportion of the growers in the district are unable to tell what kind of seed they use and intend to use the coming season.

Now Mr. Tobacco Grower, the question of seed is another one of the many problems of vital interest to the future of the Flats district reputation, and would it not be well for you to give the matter careful thought before you start your seed sprouting this year? Did you have some calico this year, some off quality for which you were unable to account? Did your piece grow as well as it should, with the attention you gave it? Did the plants act right at the proper time for maturity? If not, it is safe to assume that the question of degenerate seed and that only was the sole or contributory cause. Now with these facts in mind would it not be a good idea for you to get some better seed for yourself this year? Think of some one who has sold at a good price, who had a thrifty, luxuriant crop of good quality and color, and go to that man and buy, beg, borrow or steal enough for your coming crop. If in doubt as to the quality part of your successful neighbor's tobacco go to the dealer who bought it and ask him. The buyer is more anxious than you, probably, that the quality be improved here and he will answer your questions to the best of his ability and knowledge. A buyer has every opportunity of judging, by comparison, the result of the different seeds on the different soils and is able to tell you pretty well what seed would succeed best on your soil. Get a seed that will grow a wide leaf with a round tip. Make it your duty to see if you cannot this year raise a better quality than you did last. The reputation in tobacco growing, collectively and individually, is everything and very frequently is something that is not taken into account. It is far from all, to simply dispose of a crop and not get a kick, but see that the crop contains the quality and evidence of care and honest dealings, and the buyer will not forget you are in quality. In other words you have built a reputation. Doubtless in your immediate vicinity there are men who usually get the top price and very often more than their neighbors. Have you ever thought why? Is it not worth of your careful thought?"

Constitution Seed and Havana Cigars

Made in the good old way.

EL DRACO CIGAR MFG. CO., Philada.

BRBANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars

JOHN D. LONG

OFFICE: **No. 118 Mifflin Street** — Manufacturer of **Cigars** — FACTORY: **Cor. Maple & Plum Aves.**

Lebanon, Penna.

A Specialty of Private Brands. — Telephone Connection — Samples Sent to Responsible Houses.

HERMAN DELLE

York, Penna.

Maker of

Delman 10 and 5c.
Herdel 5c.
Alex. Martin 5c.

UNION MADE

CIGARS

Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.

BRANDS:—*The* **Bear, *The* Cub, Essie, and Matthew Carey**

C. E. MATTINGLY & CO.

Manufacturers of
High Grade
Union Made

5c. Cigars

FOR THE
Wholesale Trade Only

Union Chief
Supreme Union

McSherrystown, Pa.

El Ono

Union Made

5-Cent Cigars

are as Good as Cigars Can be Made

Chas. A. Oberly, Maker

LEBANON, PA.

Cigars of Quality Sell and Repeat.

Try

THE DOCTOR

5c. Cigar

WALTER S. BARE,
Lititz, Penna.

Maker of
High Grade Cigars Exclusively.

GEO. W. PARR

Manufacturer of FINE CIGARS

Littlestown, Pa.

MAKER OF

5c. THE FERNSIDE 5c.

Sold to the Jobbing Trade only

Correspondence invited

W. R. DAUGHERTY & BRO.

Manufacturers of

Fine Domestic Cigars

Dallastown, Pa.

HIGHEST QUALITY
FINEST PACKAGES

Wholesale and Jobbing Trade only.
Correspondence with Active Houses Invited

R. E. JACOBY

Wholesale Manufacturer of
Strictly Uniform Quality of

High Grade Seed and Havana Cigars

Rothsville, Pa.

Correspondence with the Wholesale and Jobbing Trade Invited.

Established 1870 — Factory No. 79

S. R. KOCHER

Manufacturer of

Fine Havana Cigars

and Packer of

Leaf Tobacco

WRIGHTSVILLE, PA.

Describe the Flavor You Want

and our Laboratory will fit you out with complete satisfaction.

Acme Extract and Chemical Works

E. G. ECKERT, Proprietor — **HANOVER, PA.**

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Houses

They Smoke It and Come Again

BLEND, QUALITY and WORKMANSHIP to Please the Most Critical Smokers
Manufactured for Jobbing Trade Only
The Toedtman Cigar Co.
Makers of the Highest Grade of 5c. Cigars Exclusively
MIAMISBURG. OHIO.

The American Tobacco Co.

Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug

They Please All Tastes

Always Uniform and Reliable

GROWING TOBACCO PLANTS.

The growing of good tobacco plants is of great importance, as without good plants it is impossible to raise a good crop of tobacco. First obtain good seed. One of the many good ways to grow tobacco plants is to select a rich, well drained piece of land, as well protected from the cold as possible. It is advisable to well fertilize in the fall with well rotted barnyard manure and plow quite deep. In the spring, as soon as the frost is out and the land can be worked, plow or spade up the beds and work them down firm and fine for the seed. A good way to sprout the seed is to make a small sack out of some thin cloth, about 2x6 inches in size, which will hold an ounce of seed. When the seed is placed in this sack sew it up and place it in lukewarm water for about twenty minutes and every little while pinch the seed and mix them up as well as possible so that each seed will be well soaked. When they are removed from the water squeeze out all the water that will come out easily, then place the sack between two pieces of heavy cloth (preferably flannel) placed in a pan or dish of some kind with sawdust or decayed wood which is easily kept moist and warm; place this pan on or near enough to a stove to keep it quite warm—the warmer it is kept the quicker the seed will sprout, but it must not be kept too hot. Under ordinary circumstances the seed will sprout in from 5 to 7 days, when they are ready to be sowed in the beds. To sow the seeds in the bed use a common sprinkler with holes in the nozzle large enough to admit the head of a common pin. First put in about a tablespoonful of sprouted seed and fill up the sprinkler with water, then the plants are ready to start in the bed, which should be lightly raked before sowing. An ordinary sprinkler full will sow about 30 square feet of bed. Usually 1 ounce of seed to 50 feet of bed 6 feet wide is sufficient. As soon as the seed is sown the beds must be thoroughly wet down to keep the sprouts from drying up. Soon as the water has well drained down, place the cloth over the bed and leave it there until about 10 days before the plants are reset, except it is removed when weeding and watering the plants. During the growth of the plants they must be kept free from weeds and have sufficient moisture to produce rapid growth. When the plants are from 4 to 6 inches high they are ready for transplanting.—W. H. C., in Edgerton, Wis., Reporter.

—An odd result of the new high duties on cigarettes in Germany are the repeated cigarette auctions that take place from time to time in Eydkulmen. Instead of paying the high duty travelers prefer to leave their cigarettes behind them.

HUNTER BEST FOR A NICKEL
is all to the front; made by
EL DRACO CIGAR MFG. CO., Philada.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

During the past week I have seen four loads of bundle tobacco going past. The crop was raised in Conway, Mass., by Joseph Fairfield, and was delivered to F. Jones of Bradstreet, Mass. Whether sold or to be assorted I don't know. It was said to be a good lot. There are still two lots left in this locality, one of ten acres raised by Michael Holloran, and the small crop of Erastus Graves, both of Whately. Two

J. H. LIEFTINCK & ZOON
Sworn Tobacco Brokers
Office and Sample Rooms:
Brakke Grond and Frascati,
AMSTERDAM, HOLLAND.

STOKHUYZEN & BROM
Sworn Tobacco Brokers
Office and Sample Rooms:
Nes. 84–86 (Opposite Frascati),
AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMAN
Sworn Tobacco Brokers
Brokers to the Deli Maatschappy
AMSTERDAM, HOLLAND
Office and Sample Rooms:
87 Rokin & 100 Nes, opposite Frascati

COLOR and CANCELLING STAMPS.
LEAD SEALS & STENCILS
Quaker City Stencil & Stamp Wks
Incorporated
234 Arch St., PHILADELPHIA, PA.

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890.
Capacity, Twenty Thousand per Day.

YOU ARE LOSING MONEY.
? HOW ?
BAD ACCOUNTS.
Charging them off to profit and loss.
Paying Collection Agency Fees.
Paying Membership fees.
"DO-IT-YOURSELF"
The "Do It-Yourself" collection outfit is a system whereby you collect your bad accounts YOURSELF and do it in the same way that it is done by Collection Agencies, only BETTER.
? WHY ?
It is a better system.
It is easier to operate.
It keeps the accounts in YOUR OWN HANDS.
It brings the money to YOU.
It saves Collection Agencies fees.
It saves Membership fees.
It saves getting into the hands of unreliable agencies
Price $1.00 Postpaid
Each outfit contains everything necessary to collect 50 claims.
MONEY REFUNDED if on receipt you are not perfectly satisfied.
ORDER TO-DAY
United States Collection Agency
Suite 19, 163 Randolph Street
Chicago, U. S. A.
Agents Wanted Write for proposition

Wm. STEINER, SONS & CO.
Lithographers.
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540-550 W. 58TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS
FOR PRIVATE LABELS, BANDS, ETC.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

LABELS
Cigar Ribbons Silk, Imitation, & Muslinola Ribbon
CORRESPONDENCE SOLICITED
KEYSTONE VARIETY WORKS HANOVER, PA.
ESTABLISHED 1890
GIVE US A TRIAL WE WANT YOUR OPINION
Printed or Stamped in Gold or Silver
BANDS
STOCK CARDS

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal printed Labels

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

Weidman Bros. & Moyer
Manufacturers of
Cigar Boxes
Special Attention to GOLD LEAF EMBOSSING HIGH GRADE Work
Factories:
Womelsdorf, Pa., Sinking Spring, Pa.
Established 1891

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES, AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

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Factory: LANCASTER, PA.

Porto Rico Cigar Co.
Red Lion, Pa.
WHOLESALE CIGAR MANUFACTURERS
Major Paul
Lord Selkirk } 5c.
Arrow Point
Tom Lewis—2 for 5c.
Wholesale and Jobbing Trade Only

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El Draco Cigar Mfg. Co., Philada.

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MINNICH BALING PRESS

Patented March 9, 1897
For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.
Specially Constructed
..PRESSES..
For Leaf Tobacco Packers
Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.
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—Established 1834—
WM. F. COMLY & SON
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PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
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JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds
Are the CIGARS of the following Registered Brands
"Brilliant Star" Clear Havana . . 10c.
"S. B" Half Havana . . . . . 5c.
"S. B." Little Havanas . . . . . 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made 2 for 5c.
Special Brands Made to Order
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here We Will Save You Money

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VIRGINIA PERIQUE

MIXTURE
The AMERICAN TOBACCO CO., NEW YORK

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Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.
MINNICH MACHINE WORKS
Landisville, Lancaster Co., Pa.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
27 South Second Street
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
Correspondence Solicited
JOHN A. SAUL
Le Droit Building, WASHINGTON, D. C.

METAL EMBOSSED LABELS METAL PRINTED LABELS
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS

JACOB G. SHIRK
Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds
Are the CIGARS of the following Registered Brands
"Brilliant Star" Clear Havana . . 10c.
"S. B" Half Havana . . . . . 5c.
"S. B." Little Havanas . . . . . 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made 2 for 5c.
Special Brands Made to Order
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here We Will Save You Money

For Sale by All Dealers
VIRGINIA PERIQUE

MIXTURE
The AMERICAN TOBACCO CO., NEW YORK

INTENTIONAL SECOND EXPOSURE

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"AS GOOD AS THE NAME"

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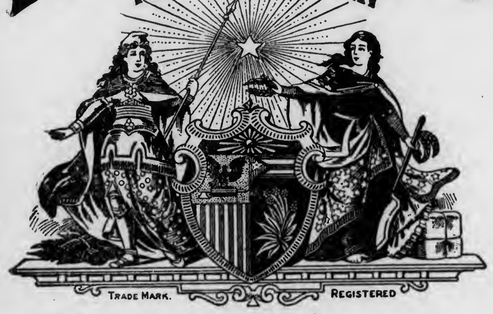

TRADE MARK. REGISTERED

HAVANA CIGARS

NONE GENUINE UNLESS BEARING THIS BAND WITH OUR TRADE MARK IN COLORS

E. REGENSBURG & SONS THE AMERICAN

BEWARE OF IMITATIONS.

ON SALE EVERYWHERE

Constant Growth
signifies
Constant Merit!

Cigars that hold the confidence of their smokers pay dealers best.

DIAMOND JOE CIGAR FACTORY brands stand pre-eminently in a class of their own.

H. FENDRICH
Evansville, Ind.

WARREN BECK & BRO.

Ten-Cent Brands:
Duke of Westminster
Admiral Gherardi
Gen. Warren
La Responder Marcana
La Cantidad

Cigar Manufacturers
York, Pa.

Michael Hose A. F. Brillhart

Dallas Cigar Co.

Manufacturers of CIGARS & Dealers in LEAF TOBACCO,

Dallastown, Penna.

A. D. KILLHEFFER

Maker of

High Grade Cigars

Communicate with Factory

No Salesmen MILLERSVILLE, PA.

E. ROSENWALD & BRO.

THE TOBACCO WORLD

Established in 1881. Vol. XXVII., No. 15. | PHILADELPHIA and NEW YORK, APRIL 10, 1907. | One Dollar per Annum. Payable in Advance.

Philipp J. Kolb & Co.
Importers & Packers
OF
LEAF TOBACCO
310 Race Street Philadelphia

• CENTRAL UNION •

No other brand of Tobacco has grown so quickly in public favor

Reasons:
Quality Price
Union Label
Friendly Dealers' Aid
and
Tobacco Trust's Hostility

United States Tobacco Co.
Richmond, Va.

SUMATRA TOBACCO

1906 SUMATRA CROP

TOBACCO

Samples to be had on application

700 Bales Purchased at First and Second Inscriptions

H. DUYS & CO.
No. 170 Water Street, NEW YORK
De Amsterdamsche Tabakshandelmaatschappij, Amsterdam

Growers and Packers of
FLORIDA TOBACCOS
Write for Samples
SCHROEDER & ARGUIMBAU
178 Water Street, New York

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John T. Dohan — SELECTED D & T VUELTA ABAJO — Wm. H. Dohan

FLOR de D&T

DOHAN & TAITT

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VUELTA ARRIBA

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147 N. Third St, Philadelphia, Pa.

The Empire Leaf Tobacco Co.,

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St., Phila.

K. STRAUS — A. LOEB

K. STRAUS & CO.

IMPORTERS OF

PACKERS OF LEAF TOBACCO — HAVANA

301 & 303 North 3rd St.

PHILADELPHIA

Benj. Labe — Jacob Labe — Sidney Labe

BENJ. LABE & SONS

IMPORTERS OF

Sumatra and Havana

Packers and Dealers in Leaf Tobacco

228 North Third St., Philadelphia

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana

and Packers of Leaf Tobacco

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

L. KRUPPENBACH

IMPORTER of HAVANA and SUMATRA

DEALER IN LEAF TOBACCO

REGISTERED 1642-44 N. ELEVENTH. ST. PHILADELPHIA

J. S. BATROFF

224 Arch St., Philadelphia

Broker in LEAF TOBACCO

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The preceding cut is a fac simile, in its actual size, of the Precinta, or Warranty Stamp, which is used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that the Cigars, Cigarettes and Cut Tobacco packages which bear these stamps were made in Cuba.

Thus a copy of the Warranty Stamp, attached to any Box of Cigars and Cigarettes, or to any Package of Cut Tobacco, means that those Cigars, Cigarettes and Cut Tobacco have been made in Havana, Cuba, with the Genuine Tobacco Leaf grown on the Island of Cuba.

DON'T FORGET THIS, IMPORTERS, DISTRIBUTORS and RETAILERS.

THE COLORS OF THE PRECINTA:—Black with Pale Blue Ground; fac-simile of the Seal of the Presidency of the Republic, Sky Blue.

LOOSE LEAF SYSTEM IN TOBACCO WAREHOUSE.

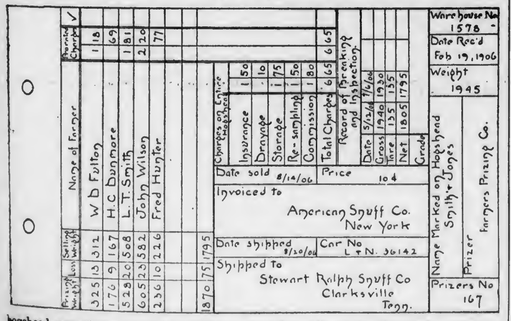
By W. H. Draughon.

While probably only a small per cent of the readers of this journal will be directly interested in tobacco warehouse accounting, yet the system described in this article affords such an opportunity for illustrating the wonderful versatility of the loose leaf system, that it should be of interest to everyone who is looking for the best method of making office records.

The farmers of the dark tobacco district deliver their crops of cured tobacco to the prizing houses, where it is classified and compressed into hogsheads weighing from 1,200 to 1,900 pounds. The hogsheads are then hauled or shipped to a warehouse to be sold for the account of the farmer. A single hogshead sometimes contains tobacco belonging to five or six farmers, and one man may have tobacco in quite a number of hogsheads. This complication arises from the necessity of classifying the tobacco so that all the contents of any one hogshead will be of the same grade and color throughout.

Of course, an accurate record of each hogshead must be kept, showing its history in detail from the time it is rolled into the warehouse until it is sold and shipped, and the charges on it must be properly distributed among the farmers who have tobacco in it.

In warehouses where bound books are used this record is kept in a set of books, usually four in number. First, the receiving clerk enters the hogshead in the "receiving book," recording the name of the prizing house from which the hogshead is received and the marks on the head of the hogshead including the prizer's serial number. A warehouse serial number is then marked on the hogshead and entered in the receiving book. These entries are posted to another book in which all hogsheads coming from the same prizer are assembled on a page under his name, and arranged according to his serial number of each hogshead. This is for the purpose of locating each hogshead when the prizer sends in numbered "type samples" of the tobacco in each hogshead together with a list showing the weight of each farmer's tobacco. Then there is another book called the "inspection book," in which is recorded the information relative to breaking open the hogsheads, sampling, etc. It is also necessary to have still another book in which to assemble from the inspection book certain information regarding "re-sampling." Thus it will be seen that the history of each hogshead is "strung out" through four books, each of which is absolutely indispensable so long as sewed books are used. In copying and transferring from one book to another a vast amount of tedious work is involved, and there is always the possibility of error at each step.



A Good Pair to Go On . . .

Two of Our Popular Five Cent Brands. Our Goods are Made of Best Selections, Made Carefully, and Made to Duplicate.

Wolf, Neff & Co.

RED LION, PA.

INCREASE YOUR PROFIT!

Columbia Straight Will Do It.

We bought a large supply of Good Havana and Domestic Tobacco at the right time.——We are located where Good Workmen can be had at Fair Prices.

These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.

Fred Schlaeger & Co., Columbia, Pa.

Samples on application.

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

John U. Fehr Established 1883 Geo. N. Fehr

J. U. Fehr & Son

Importers and Packers of

Leaf Tobacco

700 Franklin St., 101 to 107 S. 7th St.,

READING, PA.

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia

Long Distance Telephone, Market 3025.

S. Weinberg

121 North Third Street

PHILADELPHIA

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

Tobacco

Cable Address, "Heiland, Lancaster" Telephone Service

JOHN F. HEILAND & CO.

COMMISSION MERCHANTS AND DEALERS

Leaf Tobacco

Eastern Agents MaGee Tobacco Case

Representing

George H. Rumrill, Janesville, Wis.;
The Miami Valley Leaf Tobacco Co., Dayton, O.;
The Krohn Tobacco Co., Windsor, Ct.;
Downard & Koking, Cincinnati, O.;
F. W. Dohrmann & Son, Cincinnati, O.;
Meiskey & Heiland, Lititz, Pa.

48 E. Chestnut Street

P. O. Box 178

LANCASTER, PA.

H. VELENCHIK S. VELENCHIK

VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

HENRY RINDSKOPF

Packer and Importer of

Sumatra, Havana and Domestic **LEAF TOBACCO**

N. E. Cor. Fifth and Washington Sts.

Reading, Pa.

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630-636 N. Prince St.

Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of **Sumatra and Havana**

Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

No. 240 Arch Street, Philadelphia, Pa.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Gieske & Niemann, Packers & Dealers in **Leaf Tobacco**

No. 204 South Charles Street

Baltimore, Md.

Superiority of Loose Leaf Records.

With a loose leaf system it is entirely different. The accompanving illustration shows the form printed on the sheets of an improved Loose Leaf Warehouse Record. The size of the sheets is 5x8 inches. One sheet is devoted to each hogshead, and, when completed, will contain in compact form a perfect history of the hogshead which can be read at a glance—much easier and quicker and better than tracing the entries back through four scattered books.

The first entry on these blank sheets is made by the receiving clerk. He has on his desk a binder in which a supply of the blank leaves are placed. As the hogsheads are received, he records, in the blank provided at the right hand end of the sheet, all the data which serve to identify the hogshead. It will be noticed that this information is on the outer edge of the sheet when held in the binder, so that it can be noted at a glance while "flipping" the leaves through the fingers.

At the close of each day the sheets that have been started by the receiving clerk are taken out of his binder and carried into the office where they are arranged in the "prizer's binder," following the natural sequence of the prizer's number at the lower right hand corner, so that the sheet bearing any given prizer's number may be instantly found. When the prizer sends in his list of farmers having tobacco in his hogshead No. 167, for instance, we turn to the sheet bearing that number (in lower corner) and enter the farmer's names and their respective weights, as shown in the illustration.

After "type samples" have been received from the prizers and re-numbered with the warehouse number, as shown in the upper corner of the same sheet, the sheets are then taken out of the prizer's binder and re-arranged in the inspection binder according to the warehouse number (in upper corner). When a hogshead is "broken" and sampled, the correct sheet is quickly located in the inspection binder by means of the warehouse number, and the date of breaking together with the gross, tare and net weights and the grade are entered. Every sheet will remain in the inspection binder until the corresponding hogshead is sold. It is sometimes necessary to re-open a hogshead and get samples several times before it is finally sold; and each time the corresponding sheet is found and the date and revised weights entered.

When the hogshead is sold, the record is taken out of the inspection binder and filed in the "sales binder," the natural order of the warehouse numbers being maintained. All the remaining items are now entered—such as, itemized charges on the hogshead, pro rata of charges for each farmer, distribution of loss in weight, invoicing and shipping instructions, etc. From these completed records, entries are made on the regular warehouse sales book.

In this system all the copying and transferring required under the old method is avoided and about two-thirds of the labor is saved. The binders in which the sheets are kept, hold the leaves as securely as if they were sewed in and are as easily handled as an ordinary book; at the same time the construction is such that any leaf may be quickly taken out or a new one inserted without disturbing the other sheets. By having the four binders, all conflict in the work of the office employes is avoided. For more convenience, three or four sales binders may be provided and they may then be distributed among as many clerks for figuring charges, making out invoices, etc.—Business Men's Magazine.

SUES FOR DAMAGES.

John P. Suter, a tobacco man of Geneva, N. Y., who was seriously injured in the head-on collision which occurred on the night of the 2d of March, near Lyons, on the Fall Brook road, has instituted an action against the New York Central for damages in the amount of $25,000. Mr. Suter is in a serious condition, suffering from concussion of the spine, besides being partially paralyzed, and the family is afraid that he is losing his eyesight. He is confined to his bed.

DEATH OF PROMINENT DEALER.

Cleveland, O., April 6.

Maurice B. Rohrheimer, a member of the well known cigar house of B. Rohrheimer & Sons, of this city, died at his home, 7811 Cedar avenue, on Monday last, in the forty-third year of his age. His death was due to a complication of diseases. He had been ill since the first of the year. He had two cigar stores, one on Superior avenue, and another at Euclid avenue and East Sixth street.

MOROCCAN TOBACCO MONOPOLY.

A Dalziel telegram from Tangier says that the Moroccan Government will shortly invite tenders for the tobacco monopoly reserved to the Maghzen under the Algeciras convention. The Sultan's representatives and other Shereefian dignitaries are now engaged in drawing the conditions which are to be submitted in the first instance to the diplomatic corps.

—Forrest Tobacconist Co., of Milwaukee, Wis., has been incorporated with a capital stock of $7,500, by Frank H. Forrest, Elliott Bright and Leo F. Bodden.

—The Allschul Tobacco Co., of Cincinnati, O., has been incorporated at Columbus, with a capital of $40,000, by Henry Bentley, W. A. Keadric, W. H. Rucker, Adam A. Kramer and H. P. Boyden.

Constitution Seed & Havana Cigars are the Best that can be made. Do you sell them?

Rutherford Clear Havana Cigars are sold by successful dealers. There is a Reason.

Keyno HAVANA SHORTS 2 oz. 5c.

Norristown Tobacco Works

NORRISTOWN, PA.

Manufacturers of

Havana Shorts

Private Brands for Jobbers a Specialty Samples submitted on application

Box Truck will move your Tobacco Cases Easily and Safely

IT is built for Strength, but is not heavy. Notice the position of the Steel Spus. It won't "Run Away." . . . Used in Factories and Warehouses

Price: $5.50

Testimonial:--

We have your box trucks in use for years and they have given us entire satisfaction.
J. L. BRENNER & SONS, DAYTON, O.

MANUFACTURED BY

The Wm. F. Kramer Co.

DAYTON, OHIO

THE REALM OF THE RETAILERS

Clean Windows.

ONLY too many retailers fail to realize how great an advertisement a well and nicely trimmed window proves itself to be, and on the numerous occasions that occur, displays more or less appropriate to the day can be made.

No one would expect nor appreciate a special trim that was diistinctly inappropriate if a special day was sought to be taken advantage of. That is, if national colors were too profusely used on a day when it was not apropos. A window trim that would suit admirably on Washington's Birthday or the Fourth of July, would fail in its efficacy if used on any other day, and so on. Surely no one would appreciate a display of fire works for Easter, however exquisitely it might have been gotten up.

But what I want to get at more particularly is the appearance of the window in which a display is presented. Clean windows—that is the first and most important point of all. Hundreds of nice windows are allowed to fail in accomplishing good results simply because the windows remain soiled if not actually dirty, and and thus repel the taste of passers-by rather than invite them inside. A show window less attractively trimmed, but immaculately clean, is a better drawing card for the dealer than an elegantly trimmed window presenting a dirty appearance, and impressing one with the slovenliness of the proprietor. The whole trouble seems to be that dealers are anxious to avoid thinking for themselves, but depend on some one to do their thinking for them. And yet it does a man much more good to do his thinking for himself, and if he did so he could not fail to see many little things, which if done would soon lift him out of a rut and into a better way of management. If every man would do his thinking for himself, and a little more of it, it would cost him less money in expense and would produce him more profits than to give away both for somebody else to think for him.

A newly trimmed window is not completed until the window itself is so clean that one can look either in or out without being confronted by stains or traces of its former condition.

* * *

A National Retailers' Convention

THE heralded convention of retail cigar dealers, to be held at Madison Square Garden, September 9 and 10, is given an impetus by the acceptance of the chairmanship by Harry S. Rothschild, of New York. Mr. Rothschild has made a national reputation among retail dealers, as head of the Waldorf-Astoria Segar Co., and is popular wherever he is known. The suggestion of his name was a happy

Harry S. Rothschild

choice and no better could have been made.

Since his acceptance a spirit of greater enthusiasm has pervaded the entire movement, and President Turk, of the Exposition Company under the auspices of which the convention will be held, is receiving daily a number of names of retailers who announce their intention of attending.

* * *

Retailers Give Coupons.

AT a meeting held recently it was practically decided by the retail cigar dealers of Minneapolis to give premiums with purchases, in competition with trust store methods.

When the Retail Cigar Dealers' Association held their last meeting the matter was discussed at some length and a committee was appointed to arrange the plans of a premium company which is to be conducted as a separate concern, but in connection with all the retail cigar dealers in the city. It was proposed that coupons be given which would be good for the purchase of premiums at a premium store, much on the plan which the cigar trust uses. In fact, the whole scheme is planned to compete with the trust.

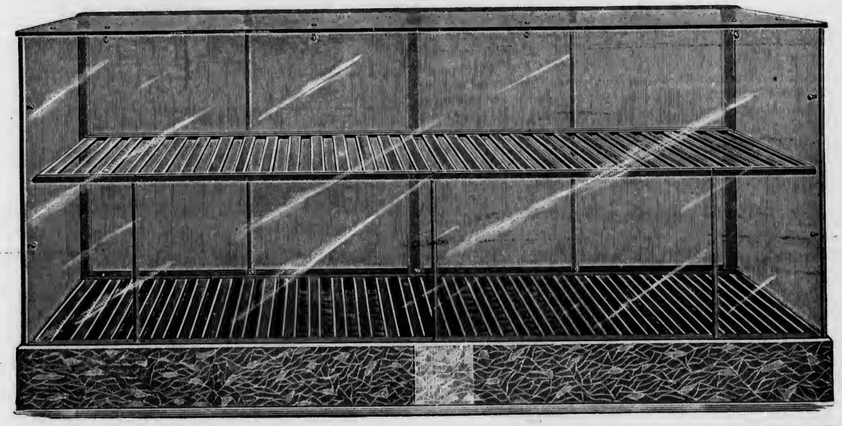
This committee, which is composed of Henry Doerr, E. Walter, D. K. Murphy, Burt Mulvey, W. H. Burd and C. T. Harris, met last week and the scheme, as outlined above, was definitely decided upon, and a sub-committee was appointed to arrange the details.

To the Dealer.

SEND your name and address, on letter head or business card, to W. B. Turk, acting secretary, 710 Flatiron Building, New York, and he will send you certificate of membership to the convention. This certificate will be exchanged at the box office, Madison Square Garden, for badge of admission to the Exposition and to the convention.

Get The Tobacco World, and read the latest news every week about this great convention of the cigar dealers.

The "Four Hundred's" Cigar Case



ARE YOU IN IT? Supplying "The 400" with their favorite Cigars? If not, **"GET IN IT"**

By using "The 400's" Cigar Case. This new and elegant style of case is made without frame, either of wood to get shabby, or metal to tarnish and require cleaning. Nothing exposed to wear or view except Plate Glass and Marble. All cases are fitted with racks and water trays. Dimensions as follows: Top light, 26 inches wide; front light, 34 inches wide; marble base, 7¼ inches wide; 42 inches high over all. These dimensions can be varied. Made any length from three to fourteen feet with one light in top and front. Price, $9.50 per foot.

POLLARD, *Manufacturer of* ***Show Cases***

33-37 Bethune St., NEW YORK *734 & 736 Superior St., CLEVELAND, O.*

949 Liberty St., PITTSBURG, PA.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.

Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

DRY WEATHER STILL PREVAILS IN CUBA.

Little Rain Has Fallen for Two Months, and This Fact Hinders the Preparation of Tobacco for Market.

(Special Correspondence of The Tobacco World.)

Havana, Cuba, April 1, 1907.

The dullness in our market which has been ruling for some time past was even more pronounced during the past week, and if it had not been for the few sales made to the local manufacturers no transactions could have been recorded this time. On the other hand, the arrivals from the country (principally new ground leaves as well as the gathered leaves from the seedlings) seem to be increasing, but owing to its heavier quality this year this tobacco needs some time before our manufacturers will be able to use it.

The dry weather in the country has so far continued unabated, notwithstanding the predictions made by the weather bureau that we should have some rainy weather by the end of March or the beginning of April. It is now over two months since we had a drop of rain in all of the tobacco growing district, excepting possibly a slight drizzle in a few isolated localities, and which instead of having done any good has on the contrary done harm.

As long as there is not sufficient moisture in the air the farmers cannot take down their dried leaves, put them into bundles and throw them into piles for the first fermentation process, as at the moment all the dried leaves are as brittle as glass and would crumble to pieces if they should be handled. Naturally under these circumstances nothing is doing in the country, as the buyer could appreciate neither the quality or the color, although from sunrise up to eight o'clock there is usually some moisture which makes the leaves pliable, but after that hour the tobacco at once becomes brittle again.

The prospect of the growing plants furnishing a fair proportion of filler is getting more doubtful from day to day, owing to the continued drought, and as we are now in the spring season it is possible that the rainy season will set in earlier than usual, in which case all hopes of getting any more tobacco will have to be abandoned.

Sales

only amounted to 393 bales in all, principally Remedios, with only a sprinkling of Vuelta Abajo and a few bales of Partido wrappers. This quantity was all sold to our local manufacturers, and there are no sales reported for the United States.

Buyers Come and Go.

Arrivals:—H. Anton Bock, of H Anton Bock & Co., and S. G. Salomon, of Gustav Salomon's Sons, New York; John Wardlow, of the Ruy Lopez Cigar Co., Key West.

Departures:—L. Greenhall, for New York, and Antonio Rico, for Boston.

Havana Cigar Manufacturers

The strike in the trust has not yet ended, although it ought to be on its last legs, and if it had not been for the collections which the strikers have been making from their brethren who are working in the independent factories, as well as by misplaced charity on the part of some of our storekeepers, it should have ended long ago. The "Havana Daily Post" of March 31, publishes an interview held with the vice president and general manager, J. N. Staples, of the Henry Clay y Bock y Cia, which, however, is too long to quote in full. It is asserted that with the prolongation of the tobacco workers' strike in Havana the trust will be compelled to open factories elsewhere, and if so, it would result in probably the entire closing of the factory business in Havana. The trust has had several requests from prominent citizens to locate factories in other towns of the island, and many inducements were offered. The trust also states that it cannot grant the strikers' demand for American money, and that its position as reagrds this demand is final. The trust is now working in San Antonio de los Banos with 500 men and women in the old military barracks, which were placed at its disposal by the city. In case of need, fully 1,000 cigarmakers could find seating capacity in this building.

While the independent manufacturers have been working on half time as long as the trust was entirely shut down, there is talk however, of resuming former activity, now that their adversary is getting on its feet again in other places.

H. Upmann & Co. shipped 500,000 cigars during the past week, of their own and other independent brands.

Partagas has as many orders on hand as usual at this season of the year, and is doing a very satisfactory business.

Sol is also favored with sufficient orders and could work far heavier than it has been doing, and very likely will seat more cigarmakers this week.

Eden has no news of any special importance, but is as well supplied with orders as any of our factories.

Buying, Selling and Other Notes of Interest.

Sylvester & Stern sold 200 bales of Remedios, and they are actively preparing to get their various escojidas in shape for the coming season.

Manuel and Hilario Muniz, of the important firm of Muniz Hnos & Co., have been going all over the different tobacco growing districts of the Vuelta Abajo, and I understand that they have made some very good purchases of the most famous vegas, so that this house can be relied upon to offer some extra choice tobacco to its customers this year.

Mark A. Pollack sold 165 bales of Manicaragua last week.

The famous Partagas factory received a cable dispatch from its agents, Partridge & Co., Melbourne, Australia, saying that Cifuentes, Fernandez & Co. had been awarded a gold medal and the only special prize of honor and excel-

RUTHERFORD CLEAR HAVANA CIGARS
Are Popular
Because They Please the Consumer.

ESTABLISHED 1844

H. UPMANN & CO.

HAVANA, CUBA.

Bankers *and* Commission Merchants

SHIPPERS OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF

The Celebrated H. UPMANN Cigar Brand

FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Representative of our "H. UPMANN" Brand for the United States and Canada
CHARLES LANDAU
New York Office: 82 Wall Street Montreal, Canada: Board of Trade Building

SYLVESTER & STERN
SUCCESSORS TO
LEWIS SYLVESTER & SON
Growers, Packers and Importers of
Havana Tobacco
HAVANA, CUBA — Monte 56
NEW YORK — 165 Front Street
PLANTATIONS and ESCOJIDAS:
In VUELTA ABAJO at PUERTA de GOLPE
" PARTIDOS " SANTIAGO de las VEGAS
" REMEDIOS " SANTA CLARA
" " " QUINTA CAMAJUANI
" " " SANCTI SPIRITUS
FACTORY VEGAS A SPECIALTY

CHARLES BLASCO
Commission Merchant
Leaf Tobacco and Cigars
1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ Y MIGUEL
Almacenistas de Tabaco en Rama
Especialidad en Tabaco de Santa Clara de Primera Clase
Cable: "CASIN"
AMISTAD 97, HABANA.

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ — R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO — HABANA, CUBA

S. Jorge — Y. P. Castaneda

JORGE & P. CASTANEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

PARTAGAS

Independent Cigar Factory

The Oldest Brand

The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER — *Habana, Cuba*

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA — *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" **HAVANA, CUBA**

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" — Correspondence Solicited in English

---

HENRY VONEIFF — F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

PACKERS and EXPORTERS of **LEAF TOBACCO**

73 Amistad Street, HAVANA, CUBA

Branch Houses: 616 W. Baltimore Street, Baltimore, Md. — P. O. Box 433, Tampa, Fla.

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ

J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128 Cable: "JOMAGARCIA" **HABANA, CUBA**

lence at the New Zealand Exhibition at Christ Church.

Receipts From the Country

	Week ending March 30 Bales	Since Jan. 1 Bales
Vuelta Abajo	811	2,041
Semi Vuelta	65	139
Partido	72	229
Matanzas	14	123
Remedios & S. Clara	66	4,680
Santiago de Cuba	106	1,699
Total	1,134	8,911

SATISFACTORY TRADE IN BOSTON.

Good Weather an Important Factor in the Business Revival.

[Boston Bureau "The Tobacco World"
19 Devonshire Street]
Boston, Mass., April 8.

Trade is very satisfactory here in the wholesale and retail cigar business; the weather and everything else is in its favor. Cigar drummers and cigarette salesmen are here thick and fast. And many retailers inform me that they are busy most of the day in getting rid of the salesmen who, eager to get an order, stick like mucilage.

The American Tobacco Co. has a crew of men here working on Fore an' Aft, their new 5 cent sliced plug, in an endeavor to cut down the sales on Larus Bros. Co.'s Sensible sliced plug, but up to the present time it has not harmed the latter brand a particle, in fact the Sensible tobacco is improving in sales since the trust came out with the Fore an' Aft.

The United Cigar Stores have been doing away with the use of dummy boxes in their window displays, which formerly they used to a great extent. Looking at their displays nowadays you can see the genuine goods. Some of the stores use their windows for the display of one article, like the Washington and Dover streets store this week, which had a display of English Curve Cut tobacco, offering a pipe, a package of pipe cleaners and a package of this tobacco, all for a quarter, surrounded by a lot of catchy signs such as "It's like getting money from home," "Buying dollars for fifty cents," "This is what we call a deal," etc.

One of the first cut-price druggists here to give up the National Cigar Stands Co.'s cases and products is the Markell Drug Co., on Scollay Square, with two branch stores in Chelsea. I look to see a few more druggists follow the example of the Markell Drug Co. in the near future, on account of Jaynes & Co. (one of our largest cut-price druggists) selling out to the drug trust, which is regarded as a "wheel within a wheel."

M. Cohen & Co., makers of the popular American Smoker, report a large increase in their business since the new year. The cigar is one of the best 5 cent union made brands in this market, and never fails to duplicate wherever placed.

J. S. Brown, 8 Washington street, is featuring the El Speedo clear Havana cigar in his window display this week.

The American Tobacco Co. has recently come out with two new brands of plug tobacco, viz: Good Luck and Big Four.

The Mentor Co., makers of the Mentor, T. T. T. Natural, and Ramly cigarettes, have commenced suit against S. Anargyros, (American Tobacco Co.,) and through their attorneys, Wise & Lichenstien, New York, have asked for an injunction to stop the trust from making the Ramleh cigarette, which they claim is an infringement on their brand, Ramly.

Maurice Hanauer, of the Bieringer Bros Co., was agreeably surprised Saturday afternoon on receipt of a telephone message announcing that his wife had presented him with a bouncing baby boy.

J. A. Wilensky, retailer, formerly at 936 Washington street, has removed to 1057 Washington street.

Geo. Melhado, the South End wholesaler, has just added two new sizes to his Donata brand of Porto Rican goods. Mr. Melhado is meeting with grand success on these goods, and now has twelve different sizes to offer his customers.

The White Rolls cigarettes are moving nicely. The Marlboro Cigar Co. has sold so far close on to a half a million, which is certainly going some. Fred. Ware, the President of Ware-Kramer Tobacco Co., was a recent visitor to our market. R. Lea, Jr., who has charge of the Eastern business, is well pleased at the progress made here. Messrs. Carnes and Woods are doing the missionary work around the Hub this week on White Rolls.

Dolma, the new Turkish cigarette from the Surbrug factory, is selling nicely.

J. H. Rankin, who for the past three years has been behind the cigar counter of the Adams House pharmacy, has resigned and accepted a position as manager of the cigar department of the Markell Drug Co. Mr. Rankin intends to make some needed improvements, and in a short while no doubt will show his employers a big increase in their cigar trade.

Bro. Williams reports a good sale on the Menashi and El Ahram. Owing to the increasing business, the Menashi Khoury Co., will shortly remove their factory to larger quarters on Broad street.

Rosenthal Bros., the Hanover Square wholesalers, are doing nicely on their 326, a union made 5 cent cigar from the factory of Symons-Krausman Co., New York. Their clear Havana cigars, William the Fourth, El Cura and El Speedo, made by Gans Bros., New York, are increasing daily in popularity, and are for sale by all the leading retailers.

Wm. Rodman, a prominent tobacconist of Chelsea, has purchased all new silent salesmen show cases, and his store is now one of the finest in that city.

The Flor de Franklin cigar is advertised extensively here. Bieringer Bros. Co., the New England distributors, have placed in a short while nearly 250,000 of this brand.

The new United store, corner Broomfield and Washington streets, will open for business this coming Saturday. Everything is in readiness, and the usual opening rush is expected on account of the fine souvenirs and double coupons given to all purchasers.

Ben Ali.

—The W. H. MacGrath Cigar Co., with a capital of $25,000, has been formed in Boston by I. B. Voss and W. H. MacGrath.

Constitution Seed and Havana stands for Quality and Workmanship. Remember that.

PABLO PEREZ — CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

LUIS MUNIZ — MANUEL MUNIZ — HILARIO MUNIZ

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MUNIZ HERMANOS y CIA

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Growers and Dealers of

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Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 96

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" HABANA, CUBA

GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25

Cable: "Tebenitez" P. O. Box 396 *HABANA, CUBA*

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

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JOS. MENDELSOHN — LOUIS A. BORNEMANN — MANUEL SUAREZ

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A. M. CALZADA & CO.

Packers and Dealers in Leaf Tobacco

and COMMISSION MERCHANTS

Monte 156, HABANA, CUBA.

P. O. Box, 595. Cable: "CALDA."

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WM. BADER

Importer of Havana Tobacco

4 Burling Slip, NEW YORK

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PHILADELPHIA, APRIL 10, 1907.

A KANSAS VIEW.

Cigarette legislation is a much mooted topic nowadays in many States, and in some of which legislation has been enacted attempting to kill cigarette traffic, but in almost as many States it has been found to fall short of its real object and purposes, viz: to stop the smoking of cigarettes.

A sane and commendable view of such legislation has been expressed by a Little Rock, Ark., paper recently which said:

"The House Committee on Temperance has recommended that the anti-cigarette bill be passed with an amendment exempting the city of Hot Springs.

"We suggest that the bill might be further improved by exempting the whole of Garland county and the whole of every other county in the State.

"This tobacco bill, if enacted into law, will not stop the smoking of cigarettes, and even if their smoking could be stopped by law, why should the State prescribe in what form tobacco may be used?

"What is the use of cumbering the statute books with a law that will never accomplish the object intended?"

The results above prophesied are the exact experiences of the futile effect of attempted legislation in several anti-cigarette States, in which laws have been passed, and in which the real purposes have been circumvented, and smokers were not after all absolutely prohibited from indulging in a favorite form of tobacco using.

To forbid, even by law, is not so difficult, but to prohibit is another matter.

CHATS WITH CIGAR BOX MAKERS.

The situation with cigar box manufacturers is a little easier than it was a few months ago, so far as the lumber question is concerned. That is to say, it is not so difficult to obtain lumber as it was then, but the price has not changed to any material extent.

The greatest obstacle has lately been a car shortage, regarding which Asa Vandegrift, of Sheip & Vandegrift, Inc., extensive cigar box lumber manufacturers, of Philadelphia, has this to say:

"The seriousness of this difficulty and the trouble we have in getting cars is illustrated by the fact that during February we should have shipped 25 carloads but were unable to do so, as we could only get eight or nine cars for the purpose. This, you can readily see, means a heavy loss and handicaps business greatly. Just what the cause of the shortage is I do not know. In the West, I am told, the reason assigned is that the railroad companies are using all their available cars for moving the cotton crop, but this should not affect us. As our freight bills for incoming logs amount to between $3,000 and $4,000 each month, I hardly believe we are being discriminated against in favor of more profitable freight, and can see no reason why our business should not be taken care of. What the outcome of it will be I do not know, but it is certainly a most serious problem.

"Business with us is very good at present, and there is a big demand for all kinds of materials with a corresponding difficulty in securing them. We are at present three months behind in making our shipments, and consequently, have quoted absolutely no prices for 30 days past and will not do so until we can fill and get out the orders we now have entered upon our books."

As a result of the many difficulties encountered, a number of cigar box manufacturers have installed special machinery, with a view to making their own supply of certain kinds of lumber for cigar boxes.

One of the first firms to take up this question seriously was Allen Kauffman & Bro., at York, Pa., who have installed machinery for making imitation cedar. The venture is said to have been highly satisfactory to them.

H. S. Souder, one of the largest box manufacturers in Pennsylvania, with a factory at Souderton, Pa., has installed re-sawing and veneering machinery, and will make his own veneer lumber in the future.

L. J. Sellers & Son, of Sellersville, Pa., have increased the size of their factory, to meet the growing demands of their business.

A. H. Balliet, of Allentown, Pa., has added such a manufacturing department to his cigar box business.

The A. Thalheimer Mfg. Co., of Reading, Pa., has engaged extensively in the manufacture of cigar box lumber in addition to their long established cigar box manufacturing business.

Geo. M. Wechter, at Akron, Pa., is making some modern improvements to his cigar box plant. The business is growing at a rapid rate.

A. N. Wechter, at Lincoln, Pa, has developed a remarkably good business during the past few years, and now has quite a large trade. There are several cigar box manufacturing establishments throughout Lancaster county in which contemplations of installing box lumber making machinery are being entertained.

Philadelphia Tobacco Trade

The unseasonable weather of the past week has interfered with business among retailers throughout the city, although no particular complaint is heard, dealers apparently being satisfied to take things as they come, and to take advantage of time in preparing for improved conditions which are bound to come sometime.

Manufacturers generally, or rather the larger factories, are all fairly busy, and in a few instances there is experienced an actually urgent demand for their product. Reports from salesmen are generally highly encouraging for the manufacturers so far as sales are concerned. The one great obstacle in the manufacturer's way is the continued high prices for the raw material.

The leaf men have been rather fearful of some failures for sometime past, and were just beginning to congratulate themselves that their anticipations were not well founded, when the unexpected happened, in the case of Samuel Berman, at 1730 Market street, who had been for some time operating a small sized factory, which was formerly located at 3200 Market street. On Monday morning last Mr. Berman first announced his inability to meet his obligations. Upon some investigation it was ascertained that his liabilities were in the neighborood of $4,500, and the assets were placed at about $2,000, but this figure is believed to be subject to change by reason of depreciation in value. The creditors are for the most part Philadelphia houses, the largest being for about $700. The debtor has signified his willingness to turn over all his assets to the creditors, thus avoiding the necessity of bankruptcy proceedings and the expenses incident to such action. A movement is now on foot to have one of the largest creditors appointed a trustee to take charge of the assets, and make a pro rata distribution of the amounts realized. Mr. Berman has removed from the dwelling portion of the premises, and announces that he will at once enter the employment of a factory here as a cigarmaker.

John N. Kolb, of the Theobald & Oppenheimer Co., has returned from his European trip, having secured during his stay in Amsterdam a goodly supply of Sumatra tobacco for the factory's needs. Mr. A. J. Rigby, of this company, has also been spending some time in Philadelphia lately, on his regular monthly visit.

Fleck & Co., formerly located at Fourth and Library streets, have secured new quarters at 110 South Second street, which is in close proximity to the Stock Exchange, Girard National Bank and many other large financial institutions.

There has been during the past week the usual quota of visiting cigar salesmen, some of whom went away well pleased with their visits, and others—well they say they never did like Philadelphia, no how.

Eddy Dunlap, with Arguelles, Lopez & Co., of New York, has just left Philadelphia on one of his regular trips to Baltimore, Washington and other Southern points. B. Strauss, with Bustillo Bros. & Diaz, of New York, was also one of the fortunate visitors here lately having secured some substantial orders for his firm's product. D. H. Moulsdale, with Sanchez & Haya, was also here, after spending the Easter holidays at Atlantic City.

A. S. Valentine & Son seem to be urgently busy with orders from their Western distributing houses, and the demand is not limited to any one brand, but their Tirador clear Havana cigar is coming in for a full share of sales, as well as their seed and Havana and nickel brands.

W. J. Lucaswitz, of Wolf & Lucaswitz, packers at Dayton, O., has been in the city for several days and during that time consummated several sales of their packings of Ohio tobaccos.

Robert M. Granat, of Gillen & Granat, York, Pa., was also on a week's visit in this market. Bob met with some good business on both Ohio and Pennsylvania tobacco while here.

W. E. Gheen, of Jersey Shore, Pa., spent the whole of this week in this city, looking after his various interests in leaf tobacco.

B. Labe & Sons are in receipt of advices from Jacob Labe, who is still in Amsterdam, that he had secured another nice lot of Sumatra, at the inscription held there on the 6th inst.

BAMBERGER'S BIG SALE.

The sale of 5,000 cases of 1905 Wisconsin, consummated by broker Herman G. Vetterlein for L. Bamberger & Co., recalls to our minds the halcyon days before there was so much trust domination, when this sterling old house figured in such transactions as a very ordinary occurrence. It is hardly to be regarded as a parallel case to those days, inasmuch as the firm has already announced its intention of retiring from business, and this would seem like a beginning of the end. However, Mr. Vetterlein is to be congratulated upon his success in finding so desirable a purchaser for so large a lot of tobacco as Cullman Bros., of New York.

PHILADELPHIA LEAF MARKET

Except for a sale of 5,000 cases of 1905 Wisconsin, by a retiring Philadelphia house to a New York packing firm, the past week would have been another quiet and uneventful one. The transactions were made up of numerous small sales, and without the above mentioned one, which was rather exceptional, the gross volume of business done was comparatively small.

There appears to be inquiry for all types of domestic leaf, but the very rigid prices which are being maintained have retarded consummation of sales. Small amounts of Wisconsin, Connecticut and Ohio tobacco are changing hands, but it has not yet assumed the proportion of real active trading.

Sumatra tobaccos are finding a fair market, but the demand is running on old goods principally. Of the new goods so far received very little has been offered, except the local trade.

The Havana market remains practically unchanged, and continued adverse reports from Cuba are not relieving the conditions any.

Which Do You Prefer

The GENUINE, or

The IMITATION Wrapper?

Undoubtedly you wish the Genuine if you can buy it at the same price that you pay for the Imitation.

We Will Convince You

If you will order a few pounds as a sample, that we are selling a Genuine Sumatra Wrapper which is a **Rich Chestnut Color and a Fine Burn,**

At Only $2.55 a Pound.

Less For Bale Lots

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185 Water St., New York

JOHN W. MERRIAM & CO.

"At the Sign of the Bull Dog," New York

Real Habana Segar Makers and Importers

Habana Scraps and Cuttings for Sale

TOBACCO NEWS OF GREATER NEW YORK

New York Bureau of The Tobacco World

New York, April 9.

With the advent of spring and the retiring of winter overcoats and ear muffs, new life seems to have sprung into our trade. The gossip corner on Water street and Maiden Lane seems deserted, as merchants do not have time to tell or listen to hard luck stories.

Several good sized and some very large transactions took place during last week. Max Bamberger and H. G. Vetterlein, of Philadelphia, and Jos. Cullman, of New York, were seen together at lunch last Thursday.

The result was a sale of no less than 6,000 cases of 1905 Wisconsin tobacco, which Mr. Bamberger sold to Cullman Bros. This is undoubtedly the largest single purchase of domestic tobacco made this year.

Another large purchase was 960 bales of 1904 and 1905 Florida shade grown wrapper bought by Gustave Salomon & Bro., who are offering same to the trade.

Several good sized sales of new Sumatra tobacco were made, one importer selling 80 and another 90 bales to Boston manufacturers.

A local packer sold over 1,000 cases of new Wisconsin tobacco to an uptown manufacturer. This tobacco will probably be sweated in bulk in Wisconsin and shipped as required.

The reports regarding new Sumatra are not as encouraging as they might be. Importers received cables before the fourth sale, which took place Saturday last, April 6, at Amsterdam, that the tobacco was to a large extent brittle, and again contained tender leaves. Consequently only 2,500 bales out of 16,000 were purchased for this country at prices still very high but not corresponding with those of the first or second sales. The money market in Europe is also high, eight per cent. being the rate of discount, and European dealers were consequently more conservative than they might be otherwise.

The cry for Havana wrappers, especially light Partido, still continues. One can see nowadays the unusual spectacle of large clear Havana cigar manufacturers making a house to house canvass among the importers and dealers, trying to pick up every bale of suitable goods they can get hold of. The manufacturing of clear Havana cigars is still on the increase. It is the most profitable business in the line today, as it does not cost much more for the raw material than it does for seed and Havana cigars, and the higher priced sizes are certainly a good equivalent for the difference in cost of workmanship.

But a warning ought to be given to the so-called clear Havana manufacturer who tries to humbug the public. He not only will find it impossible to secure a profitable outlet for his goods, but he will make it hard for honest competition. No one is more fastidious in taste than the clear Havana smoker. He is the connoisseur, as the Frenchman says, of our consumers. Accustomed for years to smoke the genuine article, he can detect an imposition almost quicker than a man in the business. He can give you no scientific reason nor argument, he simply tells you that the cigar is not to his taste and he will boycott the brand. Some manufacturers of clear Havana cigars make the mistake in imagining that fine old genuine Vuelta Abajo tobacco fillers, with the same kind of wrapper, must make a good cigar. This is also a mistake, as the trade today demands a mild aromatic cigar, and the wrapper must be a different tobacco from the filler, unless both are extremely mild. Light flimsy Remedios tobacco of good burn and of the required size, has been used with success as a binder by some manufacturers, but the most important factor of all the different combinations is to strip, book and barrel all the filler grades for at least three weeks before using same.

As above mentioned, 2,500 bales out of 16,000 were sold at the fourth inscription held at Amsterdam on the 6th inst. The chief buyers were the Amsterdam Handels Co., who are represented by H. Duys & Co., of this city, S. Rossin Sumatra Co., E. Spingarn & Co. and G. Falk & Bro. Among the well known brands bought for this country were the Deli My | Q. M and the Amsterdam Co | S. B.

Mr. Spingarn left Amsterdam right after the fourth sale, and is on his way home.

Adolph Goldberg, of the firm of Conradi & Goldberg, leaf importers and packers of San Francisco, Cal., arrived here last week on the North German Lloyd steamer Kaiser Wilhelm II, after having spent several weeks in Amsterdam, where he secured his yearly supply of Sumatra tobacco.

Joseph Goldberg, of the firm of Kramer & Goldberg, of Lancaster, Pa., was in New York to meet his brother upon his arrival. Mr Joseph Goldberg has not been in very good health of late, and will take a short vacation in order to recuperate.

Morris Michaelis, of Lancaster, Pa., was also a visitor in this city.

The will of William J. Merrall, head of the firm of Acker, Merrall & Condit, who died March 24, has been filed by Cameron & Cameron, of 135 Broadway. They also filed a petition in which it is stated that Mr. Merrall left real estate in this State valued at $35,000, and a personal estate of $50,000, mainly in the stock of the grocery house. The widow, Mrs. Mary Elizabeth Merrall, is made sole executrix and trustee for the heirs.

Emil Popper, of E. Kleiner & Co., will join the merry crowd of commuters this summer, as he intends to move himself and family into the wild hills of Northern New Jersey.

Rothschild & Bro. report a sale of 90 bales Deli Ba My | Tandem S L 2 new Sumatra tobacco, to Waitt & Bond Co.

HUNTER—A Nickel Cigar

Has won many races for dealers. Try it.

For Genuine Sawed Cedar Cigar Boxes, go to L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. stablished 1880

of Boston, the makers of the well known Blackstone cigar, while the S. Rossin Sumatra Co. is said to have sold 90 bales of new Sumatra tobacco to Traiser & Son, of the same city. Rothschild & Bro. have received a congratulatory letter from Waitt & Bond Co., in which the latter state that the tobacco purchased was the finest they had ever worked or seen in the history of their business.

L. Ruppin, cigar manufacturer at Akron and Lancaster, Pa., spent a short time in our city last week. Mr. Rppin is well satisffied with business and is over run with orders.

The strike at Rosenthal Bros.' 353 E. Seventy-third street, is at an end, over 200 cigarmakers having returned to work. Rosenthal Bros. are to be congratulated upon the determined stand which they took in this matter. It was not a question of wages, but a question whether female help can be employed as packers in this city, without interference from outside unions.

Sam Leviene, with Quinones Cabezudo Co., the Porto Rico cigar house, left Saturday on a short trip West.

Jos. Abrahams, 204 Pearl street, has built up a fine trade through the East on his Royal Picadura, the Havana scrap. Joe has just signed for space at the Tobacco Exposition.

Messrs. A. Van De Poorten & Son report a good leaf trade. Messrs. A. Freund and S. Lazarus have both returned to the city after finishing up successful trips. The Harlem retail branch, under the able management of A. Heim, is increasing its sales.

Wm. Bader, the Havana importer, has received a letter from one of his correspondents in Havana, stating that reports from the Vuelta district are not so bright, but that a good Partido crop is anticipated. Mr. Bader will not go to Havana until August.

H. Kaplan has built up an increasing trade on his H. K. cigar, which has given satisfaction wherever placed.

Hyman & Hollander, 203 Pearl street, have on hand a fine assortment of leaf. They have had an excellent trade so far this year, and they hope the good times will continue.

Samuel A. Diamond, manufacturer, of East 107th street, against whom a petition in bankruptcy was filed in October, 1906, has made a composition with his creditors at 25 cents. This was confirmed Monday by Judge Hough. The liabilities amounted to $1,800.

James A. Crowley, who was in the cigar business at 149 Nassau street, was granted a discharge from bankruptcy last Monday. His liabilities were $3,087. Dale S. Hill.

MORE EXHIBITORS TAKE SPACE.

The Great Convention of Independents Booming.

Work on the coming Tobacco Show is progressing rapidly, and the interest taken in it by the trade generally is beyond even the most sanguine expectations of the manager, Wm. B. Turk. Manufacturers are taking space freely for exhibits, and members of the trade from all sections of the country are sending in their names for certificates of membership to the great convention to be held on September 9 and 10.

One factory recently to close contracts for space is the Thomas Allen Red Mill Tobacco Co., of Rahway, N. J. This concern was recently organized by Thomas Allen, formerly of the Allen Tobacco Company, and too well known in the tobacco trade to require an introduction in these columns. Associated with him is George Appelmann, experienced in the manufacture of snuff. The combination is one that speaks well for the success of the business. That they are progressing is indicated by the fact that they will be among the exhibitors at the Independent Tobacco Show next September.

The booth of this factory will be a red mill in operation, with decorations in keeping with the general scheme of the booth. It will be a unique exhibit, and one that will attract much attention.

Besides tobaccos, the Red Mill Company will manufacture several varieties of snuff, and every purchaser of a coupon ticket of admission to the Exposition will receive a 1¾ ounce package of snuff, free.

Chas. Obermayer & Son, who manufacture cigar clippers, will again be exhibitors at the Exposition. Results to them from their representation last year were so entirely satisfactory that they have engaged space and will again display their cigar clippers.

MOVING TOBACCO CASES.

The very large number of leaf tobacco warehouses and cigar and other tobacco manufacturing and handling establishments throughout the United States, where large and heavy cases must be moved about from place to place, has attracted the attention of The Wm. F. Kramer Co., of Dayton, O., manufacturers of a specially constructed truck, which they have called the "Boss Truck," and which is shown herewith.

They are now issuing to the tobacco trade, which was never before taken so seriously into consideration, literature concerning the "Boss Truck," and in which they lay special stress upon improvements claimed for this little labor saving device.

The truck they claim is made of the best seasoned white oak, well ironed, and with steel spurs so placed that they actually prevent it from "running away," which often causes much aggravation to handlers of tobacco cases, while at the same time it does the work without having to be tilted in order to permit the spurs to become firmly imbedded in the case. Besides, the axle rests and hook bolts are so constructed as to prevent any breakage or loosening of the axles. It's built for strength, they say, but yet is not heavy. These are a few of the more salient features of the "Boss Truck," according to the literature of the manufacturers.

It appears, however, that the trucks have been now in use in a number of Dayton and other houses, a sufficient length of time to have been thoroughly tested, and that they have invariably given entire satisfaction.

The pamphlet, which they will forward upon application, concludes with a few testimonials from some of the best known tobacco men in the country.

Constitution Seed and Havana Cigars

Made in the good old way.

EL DRACO CIGAR MFG. CO., PHILA.

A. COHN & CO.

IMPORTERS OF

Havana and Sumatra

PACKERS OF

Seed Leaf Tobacco

and

Growers of Georgia Sumatra

142 Water Street, New York

EDEN CIGAR FACTORY

of

BANCES & LOPEZ

HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

ENOS SMITH EDMUND H. SMITH

Hinsdale Smith & Co.

Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF Tobacco

125 Maiden Lane

ESTABLISHED 1840 NEW YORK CABLE: "NARGIL"

ARE YOU SEEING THE TRADE

WELL ?

MADISON SQUARE GARDEN

SEPT 2 TO 14 1907

TOBACCO SHOW

ASK ANYBODY · · THAT'S ALL

APPLICATION FOR SPACE TO EXHIBIT SHOULD BE MADE TO

TOBACCO TRADES EXPOSITION CO

W.B.TURK, PRESIDENT

FLATIRON BLDG NEW YORK.

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

1903-4-5 Zimmer Spanish, 1905 Gebhardt, 1905 Dutch, 1905 Connecticut, etc.

FARNHAM & REYNOLDS

Home Office: ADDISON, N. Y.

Packers of Finest Big Flats and Onondaga Cigar Leaf Tobacco

Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn.

CONNECTICUT HAVANA SEED

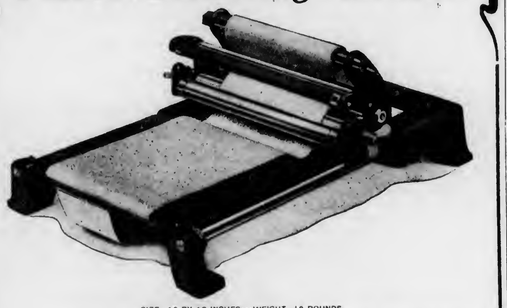
T. J. DUNN & CO.

Makers of the

BACHELOR CIGAR

401-405 E. 91st Street, NEW YORK

Perfect Bunching Machine



SIZE, 16 BY 10 INCHES---WEIGHT, 18 POUNDS

Dear Sir:—You **may** have used Bunching Machines, and they **may not** have been satisfactory. Neither were the first mowing machines, or the first sewing machines; but could the farmer today get along without a mowing machine, or your wife get along without a sewing machine? They are both **Simply Perfect,** and do all that is asked of them.

That is the story of our Bunching Machine; it is simply perfect, and we call it the PERFECT BUNCHING MACHINE, and it does everything that is asked of it.

Now, if this little machine is all we say it is (and we are prepared to prove it), and will help you to make more money than you are now making, help you to increase your output and effect a saving in cost of production, you surely, as a business man, should be willing to let us tell you more about it.

Will you write us? Or, call at our factory, **No. 132 South Sixth Street, Philadelphia,** any day, and see this machine in practical operation.

Yours respectfully,

The **PERFECT BUNCHING MACHINE CO.**

Spanish Betune

Is extensively used in Cuba for Toning Tobaccos. It removes all mustiness or other objectionable properties, giving the desirable uniform effect considered indispensable in Leaf. It is largely used in Damaged or Defective Leaf, being an Excellent Restorer.

Acme Extract and Chemical Works, Hanover, Pa.

E. G. ECKERT, Proprietor.

IN YORK AND VICINITY

March Output of Cigars Equals Output of Same Month Last Year.

York, Pa., April 8.

The internal revenue receipts from this division of the 9th District indicate that the March output of cigars was far better than was anticipated. It was ahead of the month of February, and equal to March, 1906. The amount collected was $102,000, representing the manufacture of 34,000,000 cigars.

There were also granted during that month twenty licenses for new cigar factories, which are as follows:—Alexander Knaub, of Dallastown; R. O. Harrigan, of Windsor; W. A. Lahr, of East Prospect; Abner Brenneman, of Spring Grove; Charles E. Lloyd, of York; Philip D. Sweitzer, of Red Lion; H. C. Wireman, of Hanover; W. L. Tooney & Co., of York; Kurvin H. Jacobs, of Windsor; Edward J. Eberly, of Dallastown; Samuel C. Steig, of York; David C. Myers, of Red Lion; Latimer Tash, of Collinsville; Henry Slenker, of York; Ivan West, of Dallastown; Murry Ness, of Glen Rock; George Sterner, of Hanover; Charles W. Bupp, of York; Acme Cigar Company, of York, and Emma Hickey, of Red Lion.

It will be seen that six of the twenty new licenses granted will be located in York city. The largest of these is the Acme Cigar Company, with a factory in the former Jacoby furniture factory building. About 50 hands have been or will be employed in this factory, which occupies a portion of the building sub-let from the York Engineering Company. There is another factory in the same building at the corner of North George street and Hamilton avenue. This factory is operated by W. L. Tooney & Co. Another of the local licenses granted was to Samuel C. Steig, for a warehouse at the rear of Arch street near Queen, where he has hands at work manipulating the tobacco damaged in the recent Lancaster fire.

Charles G. Willis, leaf tobacco merchant, has contracted to pack 500 cases of tobacco for W. H. Raab & Sons, of Dallastown. Mr. Willis now has a force of men at work at his warehouse on East Mason alley. He also purchased 14 more acres of tobacco recently, six from John Stoner and four from Michael Dietz, of Stoner's Station, and four from Henry Dellinger, of Hellam. The tobacco will be delivered in the near future.

A. J. Brady & Sons, of McSherrystown, have called a meeting of creditors for this week, when it is stated an offer of a cash settlement will be made. Mr. Brady, the senior member of the firm, was formerly general office manager of the vast business interests of S. L. Johns. He is a man of exemplary habits and a most industrious worker. About three years ago, having accumulated a fair capital, he engaged in the cigar manufacturing business on his own account. Fortune did not seem kind to him, and finding that he was not progressing as he had hoped, he decided upon the action above mentioned. He has the sympathy of all who know him.

The Penn Box Company, of Hanover, has been incorporated with a capital of $1,000 to manufacture cigar boxes. The business was formerly owned and conducted by F. J. Sneeringer, now deceased, and later by his son, F. J. Sneeringer, Jr., who subsequently sold out the box business and engaged in cigar manufacturing.

A local daily says:

"The tobacco growers of York county are now busily engaged in getting their seed beds in shape and sowing the seed to grow the little plants. The indications from the number of seed beds which are being sown, are that the acreage of tobacco in York county will be increased this year over last year about 10 per cent. While there is a general disposition to increase the acreage more than ten per cent. the help in the growing districts is so scarce that it will be impossible to do so.

MOLD CATALOGUE FREE.

The American Cigar Mold Co., of Cincinnati, are offering to send free to cigar manufacturers, for the mere asking, an illustrated catalogue showing 1,500 shapes. This company has become one of the best known of the comparatively few cigar mold manufacturing establishments in the country, and but recently took possession of new and greatly enlarged quarters at 1935-1937 Western avenue and 1009-1011 Dayton street, which move was made necessary on account of the rapid growth of the business which had outgrown the old premises on Front street, in the Queen City.

In addition to the large variety of stock shapes made by this house they also offer to duplicate exactly any shape that may be desired. Another feature of their business is that they furnish all molds wanted direct to cigar manufacturers, saving an agent's commission.

SPECIAL NOTICES.

(12½ cents per line, 8-point measure)

To Manufacturers of Cigars:

If you have any

Cuttings, Scraps or Siftings

to sell, write us.

We are at all times in the market as Cash Buyers of all these products.

EDWIN L. KOPPELMAN CO.
7-6-1h 81 Pine St., New York.

WANTED—One good hustling agent in every town of the U. S. to sell the O-B Double Cigar Clipper to the retailer. Best pocket clipper on the market. Retails for 10c. Write today for our proposition. Address Charles Obermayer & Son, 66 Nassau street, New York. 3-27h

MUST BE SOLD AT ONCE.—Cigar manufacturing business for sale. Established 22 years. A good trade without any salesmen, of 10 M. cigars per day. Must be sold; am unwell. Good reasons for selling. Address Box 19, care Tobacco World, Phila. 4-10h

CAN make up good cigar line for jobbing house. If necessary, jobber can furnish his own leaf. Highest references. Address N. Y. Manufacturer, Box 20, care of Tobacco World, Phila. 4-10t

WE PURCHASE Cigar Molds—any desirable shapes—such as No. 16,261, No. 8,832, No. 8,569. Write us, stating what you have and the quantity. Winget Mfg. Co., York, Pa. 12-12t

FOR SALE.—36 Bunching Machines, 64 Cigar Tables, also 2 Stripping Machines. Will consider a fair offer. Address Box 21, care of The Tobacco World, Phila. 4-6t

CIGAR RIBBONS

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain

Largest Assortment of Plain and Fancy Ribbons

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.

36 East Twenty-Second St., NEW YORK

MARCUS JASKULEK

Packer and Dealer in

Leaf Tobacco

Nos. 812, 814, 816 East Third Street

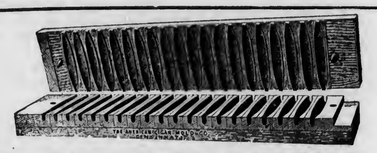
Dayton, Ohio.

Joe Endress, Jr. — A. C. Kercher

Pioneer Leaf Tobacco Co.

Germantown, Ohio

Packers of CIGAR LEAF TOBACCO



SAVE AGENT'S COMMISSION

Why should the Cigar Manufacturer pay Agent's Commission? We furnish All Shapes of the Best Grade Cigar Mold, direct to Manufacturer and will duplicate exactly any shape you are now using.

Send for our Catalogue of 1,500 Shapes

The American Cigar Mold Co., Cincinnati, O.

Wisdom on the Label
Wisdom in the Cigar

A 5c. Smoke that is so Good It is Bound to Repeat

Ohmit & Kraft

East Prospect Pa.

SIGNS!

Designers, Printers, and Lithographers of CLOTH, ROPE FIBER and CARDBOARD SIGNS, AND PAPER POSTERS.

In Weatherproof Colors

We have Something New In FOLDED EDGE SIGNS.

UNION LABEL on Work When Desired.

We Furnish QUALITY AND SERVICE

Write for Prices and Samples

THE MASSILLON SIGN & POSTER CO.

MASSILLON, OHIO.

W. H. SNYDER & CO.

Windsor, Pa.

Manufacturers of Popular Brands of

Fine and Medium Priced Cigars

Correspondence with Wholesale and Jobbing Trade only invited.

Particulars cheerfully given to responsible inquirers.

Our Leaders Include:

Honeysuckle, Rose Show,
Jumbo, Libby Dear,
Verelda, Charles Fay,
Carisima, Gov. Pattison,
Model American, and Others.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

W. W. STEWART & SON

Reading, Pa.

Makers of the

JOHN HAY

LADY HELEN

10c.

JOHN HAY, Jr.

ELI PERKINS

5c.

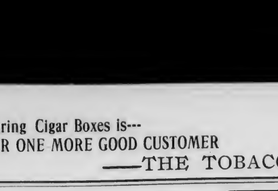
High Grade Seed and Havana Cigars

Correspondence with Responsible Houses Solicited

L. J. SMITH & CO.

Wholesale Cigar Manufacturers and Dealers in Leaf Tobacco

Red Lion, Pa.



With Specially Designed Bands.

and PAN ANNA

5c. Cigars

TWO HAVANAS

Two for Five Cents

Correspondence with Responsible Houses solicited.

Private Brands made to order.

J. F. REICHARD

Wholesale Dealer in

LEAF TOBACCO

of All Grades

Craley, Penna.

SMITH BROS.

Brokers in Domestic and Imported LEAF TOBACCO

No. 17 Charter Street, Dayton, O.

Ohio Goods Our Specialty

LANCASTER TOBACCO MEN SAY

The March Output of Cigars Indicates that Some Folks Will Soon Have to Buy Leaf

Lancaster, Pa., April 8.

Although for the past few weeks some of the factories in this county seemed a little dull on orders, the March output for the Ninth District shows that it was the best March month for some years. This announcement will no doubt come as a complete and agreeable surprise to the entire trade, which is certainly not expecting such a flattering report.

The March production of cigars in this District was 67,917 700, which is more than three and one half millions greater than February, and two and one half millions greater than January.

It may be said to have an exhilerating effect on the leaf men's ideas, who now declare manufacturers cannot possibly continue at the present rate of output without having to replenish their stock of leaf, and yet very few and unimportant transactions in old goods have been reported.

There is still considerable 1906 tobacco in the hands of farmers. The buying is most gradual.

Preparations are now actively going on for the planting of 1907 crops. Many seed beds can be seen already under cover, and the several balmy days of last week did much to help that work along. The general opinion is that the acreage will be materially increased this year.

A Shippensburg dispatch says: "Tobacco growing, which has greatly contributed to making Lancaster county one of the richest agricultural counties, will be introduced into Cumberland and Franklin counties. One company has selected a slate and gravel region near Roxbury and purchased the 115 acre John Hosfelt farm. In order to interest the farmers they will give demonstrations and distribute sufficient tobacco seed among the farmers to plant one acre, and offer a $50 gold watch to the farmer who raises the best acre of tobacco."

It is a notable fact that many more manufacturers are this year putting up packings of tobacco than formerly. Urged by the comparatively high prices of leaf, some manufacturers who were in a financial position to do so are putting up packings for their own use, some with a view to possible economy, and others for commercial purposes.

The cigar industry at Akron, an important cigar town, is at present rather dull, but several of the manufacturers are busily engaged in packing tobacco.

Owing to slack orders at present the entire male force of the factory of Wolf & Hackman is being utilized in packing tobacco.

A. N. Wolf, of that town, is also putting up a packing of several hundred cases.

C. Ruppin, operating a large union factory, is packing considerable quantities of Connecticut and Wisconsin tobacco at his warehouse in Akron.

H. J. Wolf, manufacturer, of Terre Hill, will also have this year a nice sized packing of Pennsylvania tobacco. Mr. Wolf, during the last few years has found a steady growth in the leaf tobacco business.

Jacob Davidson, Terre Hill, late of Davidson & Clime, manufacturers of union made cigars, but which firm was dissolved, Mr. D. continuing on his own account, is now making some improvements and increasing his manufacturing facilities.

Morgan & Co., successors to Davidson Clime in the manufacture of union made cigars at Terre Hill, are making good progress in the undertaking.

A. P. Snader, at Ephrata, is at present one of the busiest factories there.

H. H. Mayer, at Ephrata, a union factory, recently took possession of the former H. W. Killian factory.

At Rothsville, the firm of J. L. Weidler & Co., manufacturers of union made cigars, was some time ago dissolved, but Mr. Weidler continues individually.

Walter S. Bare, at Lititz, is now reaping the benefit of his efforts in producing a 5 cent cigar of a quality which would meet the taste of the populace. This creation he has called the Doctor, and it was not until after much experimenting had been done, and a lot of energy put forth, that it struck a popular chord, and then rapidly leaped forward in its sales. It is today among the big selling nickel cigars and is bringing well merited fame to its progenitor. Mr. Bare is reasonably busy on this and several other brands he makes, but the duplicate orders coming in are specially strong on Doctor cigars.

—H. S. Hendry has bought the cigar factory of O. Swedlund & Son, in McPherson, Kans., and will carry on the business of the factory.

—A three-story building is being put up in Middletown, N. Y., and when finished it will be occupied as a cigar factory by N. D. Mills.

J. B. MILLEYSACK

Manufacturer of

Fine Havana Hand-Made **CIGARS**

No. 821 Lake Street

LANCASTER, PA.

Correspondence with the Jobbing Trade solicited.

ESTABLISHED 1889 INCORPORATED 1902

A. B. HESS CIGAR CO.

SUCCESSORS TO

J. E. Sherts & Co.

LANCASTER, PA.

Manufacturers of

High Grade Seed and Havana

Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

The Gilt Edge Cigar Box Factory

CIGAR BOXES

SHIPPING CASES

LABELS

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J. FRANK BOWMAN

Cigar Manufacturers' SUPPLIES

of All Kinds

51 Market Street

LANCASTER, PA.

Daily Capacity: Five Thousand Boxes

W. H. RAAB & SONS

MANUFACTURERS OF

LA CUBANA CIGAR FACTORY No. 463

High Grade Cigars.

75,000 PER DAY

ESTABLISHED 1871.

DALLASTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day

5c. Brand

Is Strictly Union Made

Ideal Cigar Co.

CENTENNIAL, PA.

Geo. W. Conway

DALLASTOWN, PA.

Manufacturer of

Nickel & Medium Price

CIGARS

For Wholesale and Jobbing Trade

E. RENNINGER,

Established 1889,

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

Lithographers and Printers 322-326 E. 23RD ST. SAMPLES & PRICES FURNISHED UPON APPLICATION

IN STOCK AND TO ORDER **Krueger & Braun** CIGAR LABELS NEW YORK and BANDS

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE

Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.

A Card Will Bring More Information and Prices.

Chaskel Chemical Works

265 West Broadway, New York

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue.
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San Francisco, 320 Sansome Street.
L. S. SCHOENFELD, Mgr.

HENRY H. SHEIP MFG. CO.

Cigar Boxes

Cigar Box Lumber

Largest stock of

Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.

WRITE FOR PRICES

COLUMBIA AVENUE and SIXTH STREET
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O. L. SCHWENCKE LITHOGRAPHIC CO
CLARENDON ROAD & E. 37th ST. BROOKLYN, N.Y.
FINE CIGAR LABELS
BANDS & EDGINGS
PRIVATE BRANDS OF ORIGINAL DESIGN

John McLaughlin. J. K. Kauffman.

JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

TOBACCO GROWING IN LUZON.

Nearly All that is Raised in the Philippines Comes from Cagayan Valley. Primitive Methods of Cultivation. Crotch of a Tree for a Plow.

Save for some little statistical information regarding the tobacco manufactories of Manila, less is known in America of Philippine tobacco than is known of it either in Europe or Asia, says Hamilton Wright in the Scientific American. Nine-tenths of all the tobacco raised in the islands and practically all that is used commercially is produced in the Cagayan Valley of central and northern Luzon, a region of which even many Americans in the islands have little first-hand knowledge. The valley is out of the general line of travel and attention was not directed to it during the insurrection; its people were "pacificos."

Yet here is one of the most fertile valleys in the Philippines. Perhaps it is among the richest in the world. For a period of more than 140 years, tobacco has been raised on the overflowed lands of the valley without artificial fertilization.

How Crops Are Grown.

It is the custom of the Cagayanes to raise one crop of tobacco and one crop of corn on the same land in one year. In two succeeding years two crops of tobacco and three crops of corn have been produced from the same soil. The Rio Grande de Cagayan, from which the valley takes its name, is the largest river in the Philippines. It is at once the Nile and the Mississippi of the archipelago. Rising in the Cordillera mountain range of central Luzon, the backbone as it were of the great island, the Cagayan flows north for a distance of 225 miles as the crow flies, until, re-enforced by many large tributaries, it at last empties into the China sea at Aparri, the northernmost port of Luzon. The purple-peaked Cordilleras gradually widen to make way for the huge river, forming the east and west boundaries of a vast grassy plain almost 200 miles long and with an average width of between thirty and forty miles.

Tobacco Land Overflowed.

The bulk of the tobacco in the Cagayan is raised like so much hay. Little attention is given to the details of curing and harvesting, which in the case of so intricate a crop, demand both scientific and experienced treatment. Most of the good tobacco land is the overflowed land, which consists mainly of small pockets, belts and patches, with occasionally greater areas of level land lying along the bed of the Cagayan river and its tributaries, and which doubtless formed the bed of the river at an early period. At the end of the rainy season during the latter part of December, the northeast monsoon blows up the river from the China sea, causing the water to rise, when a freshet occurs, as much as twenty feet in a few hours. It overflows the ground to a depth of two or three feet. With the lull of the wind, in a few days the back-water recedes, and a heavy deposit of silt is left on the land. On the overflowed land tobacco is planted during the latter part of January or early in February, while on the higher land it is planted several weeks earlier. In three months the plant has reached a height of from four to six feet. The leaves begin to get yellow in spots and curl back. It is ripe.

Methods of the Natives.

It is interesting to note how the native raises tobacco. Before transplanting to the high or the overflowed land, young tobacco plants have been grown thickly in a seed bed. When they are six or eight weeks old they are transplanted to soil, which has been crudely scratched during the time of their growth by a carabao plow. The carabao covers only one fifth of an acre a day. It usually takes three or four plowings to get the ground into condition for planting. The plow itself is a primitive affair made from the crotch of a tree. It goes four inches deep.

HUNTER 5c. Cigar
is successful with successful dealers.
El Draco Cigar Mfg. Co., Phila.

A. HUSSEY
LEAF TOBACCO

THE BEST ORGANIZED
MOST COMPLETE AND
LARGEST MAIL ORDER
LEAF TOBACCO
ESTABLISHMENT IN
AMERICA

NEW YORK
CHICAGO
ST. LOUIS

Telephone Call, 432—B
Office and Warehouse:
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLY & CO.

Growers and Packers of
Fine Cigar Leaf Tobacco
Fine B's and Tops Our Specialty
Critical Buyers always find it a pleasure to look over our Samples
Samples cheerfully submitted upon request
P. O. Box 96

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Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones LANCASTER, PA.

J. W. BRENNEMAN
Packer and Dealer in
Leaf Tobacco
Packing House, Millersville, Pa.
Office and Salesrooms,
110 and 112 West Walnut St.
LANCASTER, PA. United Phones

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
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W. R. COOPER & CO.
Packers of
Penna. Broad Leaf
Dealers in All Grades of
Domestic Cigar Leaf Tobacoos
201 & 203 N. Duke Street
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H. H. MILLER
Light Connecticut Wrappers and Seconds
Fine Georgia and Florida Sumatra
IMPORTED SUMATRA AND HAVANA
AND MUCH
Fine Binder and Filler Stock
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B. F. GOOD & CO.
PACKERS and DEALERS in
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The York Tobacco Co.
Packers and Jobbers in All Grades of
LEAF TOBACCO
Office and Warehouse, 15 East Clark Avenue
Manufacturers of Cigar Scrap Tobacco
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W. B. HOSTETTER & CO.
PACKERS and DEALERS in
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Georgia Wrappers Packed Like Sumatra
We Make SCRAP Filler, Ready for Use
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N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO
Jobber in Sumatra, Florida Sumatra and Havana
Lemon and Arch Sts. Lancaster, Pa.

and THREE CUBANS

MANUFACTURED BY

Central Cigar Company

LEWIS SMITH, Proprietor

Forbes and Marion Streets, **Pittsburg, Pa.**

Wholesale and Jobbing Trade solicited.

UNION MADE — SOLD ON ITS MERITS

Factory 1898, First District Penna.

TOM BAINES

Nickel Goods.

Strictly a First Class Article—Equal to Any Union or Non-Union Cigar on the Market—Probably Better, You to Judge—and Prices No Higher than Others.

H. G. Burky, Maker, Reading, Pa.

UNION MADE — BLUE LABEL USED

Established 1895 — Telephone Connection

T. L. ADAIR

Manufacturer of

Fine Cigars

Red Lion, Pa.

Special Lines for the Jobbing Trade

H. G. BARNHART

Cigar Manufacturer

Springvale, Pa.

One of Our Leading Brands:

Cuban Duchess

Only High Grade Tobacco Used

Cigars always duplicate

All Jobbers Who Handle Travellers Tips

Say it Always Moves Well

"A Good Five Cent Cigar"

Abbott Cigar Co.

ABBOTTSTOWN, PA.

Established 1890

Emory Martin

E. S. SECHRIST

Dallastown, Pa.

Manufacturer of

Fine and Common CIGARS

Capacity, Twenty Thousand per Day

---

and moves so slowly that it does not "turn" a furrow. Such a thing as seed selection is unknown to the majority of the natives. "Topping the plants," or nipping off the higher stems to force vigor into the leaves, is usually disregarded. Cutting off the "suckers" is seldom practiced. After the tobacco is dried it is often strung under the dwelling among the pigs, chickens and carabao. When the leaves are picked they are cured in the sun, but frequently are allowed to mold and mildew afterward, thus bringing them down to the fourth or fifth grade. It is the curing which largely determines the grade, and consequently the price of the tobacco. Only the large plantations have curing sheds.

In contrast to the former government monopoly, to-day in the Cagayan the people own and control their own farms.

In the province of Cagayan there is a population of 142,000, with 23,000 land owners. With five to a family, and excluding middlemen, it seems fair to assume that almost every farmer owns his own land. A similar condition holds good in the province of Isabella, south of Cagayan province, which includes the rest of the tobacco land. A very small plot of the present area in tobacco, with greater attention, would yield better returns than the present careless cultivation.

Despite the many drawbacks in cultivation and curing, a very fine grade of tobacco is produced in the Philippines. At the Hacienda San Luis of the Tabacalera Company, some wrapper leaf is being raised under shade. Senor Orres, manager of the plantation, claims that it is not surpassed by any leaf tobacco in the world. Prof. Lyon, of the Insular Bureau of Agriculture, believes the Cagayan Valley equal to the famous Vuelta Abajo district of Cuba. But most of the tobacco is of inferior grade. It is spoiled in the curing. Even with free trade with the United States it is doubtful if tobacco of fine grade will be raised in sufficient quantities to make it a formidable competitor in American markets. It will take years to educate the people to raise and cure it properly.

The greatest consumers of Philippine tobacco are the Filipinos themselves. With a population of over 8,000,000, practically all of whom, even the non-Christian tribes, are incessant smokers, usually including women and children as well as men, and with many districts where tobacco is not raised for family consumption, the consumption of tobacco must be many times the value of the export. In the Cagayan a most unique custom prevails among the women, who smoke a huge cigar, the tabaco grande, which reaches a length of from thirty inches to three feet, and is several inches in diameter. These huge cigars are smoked off and on for a day and a half or two days. Sometimes a tabaco grande is suspended in the middle from a rafter in the dwelling, and all the women folk of the family puff in turn. The men smoke the cigarettes or the ordinary sized cigar.

—W. H. Baker has opened a cigar factory at Summitville, Ind., which is said to be the finest ever opened there.

Rutherford, Constitution, Hunter—a strong trio.

El Draco Cigar Mfg. Co., Philada.

BRBANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars

JOHN D. LONG

OFFICE: No. 118 Mifflin Street — Manufacturer of **Cigars** — FACTORY: Cor. Maple & Plum Aves.

Lebanon, Penna.

A Specialty of Private Brands. — Telephone Connection — Samples Sent to Responsible Houses.

HERMAN DELLE

York, Penna.

Maker of

Delman 10 and 5c.
Herdel 5c.
Alex. Martin 5c.

UNION MADE CIGARS

Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence solicited.
Samples on application.

BRANDS:— Bear, The Cub, Essie, and Matthew Carey

C. E. MATTINGLY & CO.

Manufacturers of High Grade Union Made

5c. Cigars

FOR THE Wholesale Trade Only

Union Chief
Supreme Union

McSherrystown, Pa.

El Ono

Union Made

5-Cent Cigars

are as Good as Cigars Can be Made

Chas. A. Oberly, Maker

LEBANON, PA.

Cigars of Quality Sell and Repeat.

Try

THE DOCTOR

5c. Cigar

WALTER S. BARE, Lititz, Penna.

Maker of High Grade Cigars Exclusively.

GEO. W. PARR

Manufacturer of FINE CIGARS

Littlestown, Pa.

MAKER OF

5c. THE FERNSIDE 5c.

Sold to the Jobbing Trade only

Correspondence invited

W. R. DAUGHERTY & BRO.

Dallastown, Pa.

Manufacturers of

Fine Domestic Cigars

Highest Quality Finest Packages.

Wholesale and Jobbing Trade only

Correspondence with Active Houses Invited

R. E. JACOBY

Wholesale Manufacturer of Strictly Uniform Quality of

High Grade Seed and Havana Cigars

Rothsville, Pa.

Correspondence with the Wholesale and Jobbing Trade Invited.

Established 1870 — Factory No. 79

S. R. KOCHER

Manufacturer of

Fine Havana Cigars

and Packer of

Leaf Tobacco

WRIGHTSVILLE, PA.

HAVANALLIN

Is Guaranteed to be the Most Powerful and Lasting Havana Cigar Flavor ever produced. We Sell It.

Acme Extract & Chemical Works

E. G. ECKERT, Proprietor. — Hanover, Pa.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Houses

They Smoke It and Come Again

BLEND, QUALITY and WORKMANSHIP to Please the Most Critical Smokers
Manufactured for Jobbing Trade Only
The Toedtman Cigar Co.
Makers of the Highest Grade of 5c. Cigars Exclusively
MIAMISBURG, OHIO.

The American Tobacco Co.
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

HEAVY DELIVERY OF KY. TOBACCO.

Maysville, Ky., April 6.

There has been a big tobacco business in this city and county this week. The Mason County Warehouse Company has received for the Burley Tobacco Growers' Branch of the American Society of Equity about a million and a quarter pounds of tobacco. At the various warehouses in this city there have been received about 1,000,000 pounds, while at the branch warehouses at Dover the amount received is in the neighborhood of 260,000 pounds.

No more pooled tobacco will be received in winter order after this week. As soon as the tobacco goes through the sweat and is in proper condition it will be prized in hogsheads and stored, and then the work of receiving in summer order will be begun. About 4,000,000 pounds of 1906 tobacco was pooled in this county, and it is expected that at least one-third of the amount will have to be handled at the warehouses in Dover, as those here will be too small to handle the entire pooled crop.

The tobacco at Dover has been appraised slightly higher than that received at the warehouses in this city, and the farmers generally are pleased with the appraisement.

In addition to the tobacco received by the Mason County Warehouse Company, W. Scott Osborne has his warehouse filled with Equity tobacco. The farmers of this county are preparing to put in the largest acreage of tobacco ever raised, on account of the high prices promised on the 1906 crop. On every hand you can see the burning of tobacco beds.

According to reports, night riders to the number of about twenty-five or thirty destroyed the large tobacco barn of H. C. Wallis, near Rinaldo, Lyon county.

It is reported that the night riders first made their appearance at the home of a Lyon county farmer named Tom Reddick, who, it is claimed, had sold his tobacco to Mr. Wallis. He was forced to point out the tobacco bought by Wallis, which was removed from the barn, coal oiled and burned.

From Reddick's the night riders proceeded to the barn of Mr. Wallis, about one mile from Mr. Reddick's, and burned it to the ground.

Leaf Tobacco Markets.

CONNECTICUT VALLEY.

At this season we hear very little said of the market conditions, and this year is no exception to the rule. Most of the assorting shops will close the first week of April. Some will be compelled to prolong the work for another week, but by that time they will be closed. At the shop of R. Billings, who will endeavor to finish by the second week of April, they will have assorted about 1,800 cases the past winter. It is easy to say "eighteen hundred cases," but when those leaves have been handled over leaf by leaf, and placed in their proper grades, as one stops to consider the vast number that have been handled by from four to fifty men, I assure you a great many leaves must be passed through each pair of hands daily. Allowing 50 pounds to a case, the amount in pounds is 585,000, or 292½ tons.

Our correspondents write:

Hatfield, Mass.: "Charles L. Wegner and F. H. Bardwell have sown their tobacco beds and others will have their beds in condition the first of the week. This is about one week in ad-

J. H. LIEFTINCK & ZOON
Sworn Tobacco Brokers
Office and Sample Rooms:
Brakke Grond and Frascati,
AMSTERDAM, HOLLAND.

STOKHUYZEN & BROS.
Sworn Tobacco Brokers
Office and Sample Rooms:
Nos. 84—86 (Opposite Frascati),
AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMAN
Sworn Tobacco Brokers
Brokers to the Deli Maatschappy
AMSTERDAM, HOLLAND
Office and Sample Rooms:
87 Rokin & 100 Nes, opposite Frascati

Color and Cancelling Stamps
Lead Seals and Stencils
QUAKER CITY STENCIL and STAMP WORKS
Incorporated
234 Arch St., Philadelphia

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890
Capacity, 20,000 per Day

YOU ARE LOSING MONEY.
? HOW ?
BAD ACCOUNTS.
Charging them off to profit and loss.
Paying Collection Agency Fees.
Paying Membership fees.
"DO-IT-YOURSELF"
The "Do It-Yourself" collection outfit is a system whereby you collect your bad accounts YOURSELF and do it in the same way that it is done by Collection Agencies, only BETTER.
? WHY ?
It is a better system.
It is easier to operate.
It keeps the accounts in YOUR OWN HANDS.
It brings the money to YOU.
It saves Collection Agencies fees.
It saves Membership fees.
It saves getting into the hands of unreliable agencies.
Price $1.00 Postpaid
Each outfit contains everything necessary to collect 50 claims.
MONEY REFUNDED if on receipt you are not perfectly satisfied.
ORDER TO-DAY
United States Collection Agency
Suite 19, 163 Randolph Street
Chicago, U. S. A.
Agents Wanted Write for proposition

HUNTER BEST FOR A NICKEL
is all to the front; made by
EL DRACO CIGAR MFG. CO., Philada.

WM. STEINER, SONS & CO.
Lithographers.
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540-550 W. 58TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

A. KAUFFMAN & BRO.
CIGAR BOXES
YORK, PENN'A.

Special Designs
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Engraving Embossing
Metal Printed Labels

Weidman Bros. & Moyer
Manufacturers of
Cigar Boxes
Special Attention to GOLD LEAF EMBOSSING HIGH GRADE Work
Factories:
Womelsdorf, Pa., Sinking Spring, Pa.
Established 1891

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

LABELS
Cigar Ribbons
Silk, Imitation & Muslinola Ribbon
CORRESPONDENCE SOLICITED.
KEYSTONE VARIETY WORKS
HANOVER, PA.
ESTABLISHED 1890
GIVE US A TRIAL. WE WANT YOUR OPINION.
Printed or Stamped in Gold or Silver
BANDS
STOCK CARDS

Established 1877 New Factory 1904.
H. W. HEFFENER,
Steam Cigar Box Manufacturer
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

E. A. CÁLVES & Co. HAVANA
IMPORTERS OF
123 N. THIRD ST. PHILADELPHIA

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES. AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIES
First Quality, Long Filler, Hand Made

JOHN SLATER & CO.
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Hand-Made, Long Filler and Mold Stogies

OUR OTHER BRANDS
NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.

Factory: LANCASTER, PA.

Porto Rico Cigar Co.
Red Lion, Pa.
WHOLESALE CIGAR MANUFACTURERS
Major Paul
Lord Selkirk } 5c.
Arrow Point
Tom Lewis—2 for 5c.
Wholesale and Jobbing Trade Only

SOMETHING NEW AND GOOD
WAGNER'S
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Write for Free Samples and Particulars
Guaranteed to be the Strongest and Best
Established 1855
FRIES & BRO.
92 Reade Street, NEW YORK.

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The weather of the week has been too cold for growers to give plant beds much attention and little has yet been done in this direction.

Shipments, 300 cases.—Reporter.

Business Changes, Fires, Etc.

Connecticut.

Willimantic.—J. B. Russell, manufacturer and retail cigars, dead.

District of Columbia.

Washington.—William A. Hall, wholesale and retail cigars and tobacco, deed of trust, $7,000.

Illinois.

Chicago.—Clara Dilcher (Mrs. George H.), cigars, out of business.

Marseilles.—William Whitfield, cigar manufacturer, petition in bankruptcy.

Indiana.

Fort Wayne.—M. W. Diggan, cigar manufacturer, chattel mortgage, $200.

Ligonier.—Inko & Davis, cigars and billiards, dissolved.

Wolcottville.—John I. Haviland, cigars and confectionery, damaged by fire.——Harvey L. Sawyer, cigars, damaged by fire.

Massachusetts.

Boston—Joseph Gordon, cigars, chattel mortgage, $600, discharged.

Michigan.

Flint.—Guy Lewis, cigars, pool and lunch, chattel mortgage, $300.

New York.

City of New York.—Louis Ash & Co., cigar manufacturers, Louis Ash retired.

Troy.—William Fitzpatrick, cigar manufacturer, dead.

Ohio.

Benton Ridge.—E. I. Williamson, cigars and pool, cancelled real estate mortgage, $500, and gave deed, $1,000.

Conneaut.—W. E. Masters, cigar manufacturer and wholesale and retail, succeeded by E. M. Curphey.

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San Antonio.—S. Werner Cigar Co. (not inc.), retail, Werner & Wingfield succeed.

Virginia.

South Boston.—Cunningham & Murray, leaf tobacco warehouse, burned out.——George A. Lea Tobacco Co., burned out.

Washington.

Coulee City.—Caldwell & Simmons, cigars, confectionery, etc., real estate mortgage, $400.

Dayton.—W. E. Floyd, cigars and confectionery, chattel mortgage, $225.

Wisconsin.

Milwaukee.—Forrest Tobacconist Co., incorporated; authorized capital, $7,500.

PATENTS RELATING to TOBACCO, Etc.

848,647 Device for rolling tips for cigarette machines; Julien Guenifet and J. Nicault, Paris, France.

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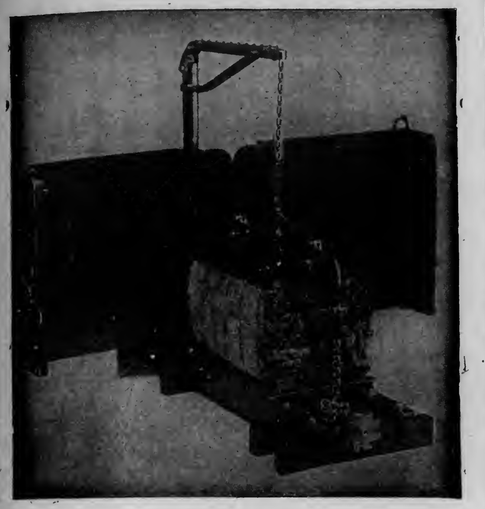
RUTHERFORD CLEAR HAVANA LEADER
from the factory of
El Draco Cigar Mfg. Co., Philada.

MINNICH BALING PRESS



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MINNICH MACHINE WORKS
Landisville, Lancaster Co., Pa.

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Regular Weekly Sales Every Thursday
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METAL EMBOSSED LABELS METAL PRINTED LABELS
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H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS

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Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
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IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

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Are the CIGARS of the following Registered Brands
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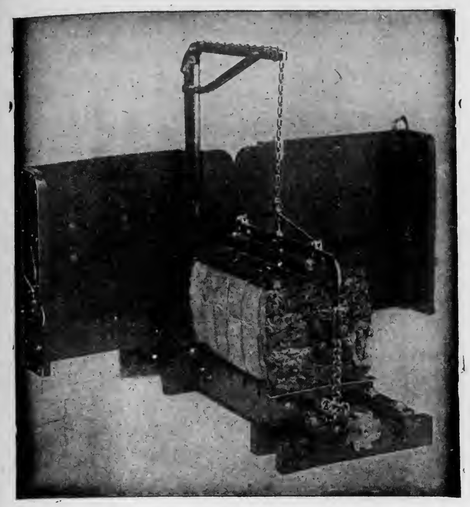

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THE AMERICAN

TRADE MARK. REGISTERED

HAVANA CIGARS

NONE GENUINE UNLESS BEARING THIS BAND — WITH OUR TRADE MARK IN COLORS

E. REGENSBURG & SONS — THE AMERICAN

BEWARE OF IMITATIONS.

ON SALE EVERYWHERE

Constant Growth
signifies
Constant Merit!

Cigars that hold the confidence of their smokers pay dealers best.

DIAMOND JOE CIGAR FACTORY brands stand pre-eminently in a class of their own.

H. FENDRICH
Evansville, Ind.

WARREN BECK & BRO.

Ten-Cent Brands:
Duke of Westminster
Admiral Gherardi
Gen. Warren
La Responder Marcana
La Cantidad

Cigar Manufacturers
York, Pa.

Michael Hose A. F. Brillhart.
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in LEAF TOBACCO,
Dallastown, Penna.

A. D. KILLHEFFER
Maker of
High Grade Cigars

Communicate with Factory
No Salesmen
MILLERSVILLE, PA.

E. ROSENWALD & BRO.

THE TOBACCO WORLD

Established in 1881. Vol. XXVII., No. 16. | PHILADELPHIA and NEW YORK, APRIL 17, 1907. | One Dollar per Annum. Payable in Advance.

Philipp J. Kolb & Co.
Importers & Packers
OF
LEAF TOBACCO
310 Race Street Philadelphia

• CENTRAL UNION •

No other brand of Tobacco has grown so quickly in public favor
Reasons:
Quality Price
Union Label
Friendly Dealers' Aid
and
Tobacco Trust's Hostility

United States Tobacco Co.
Richmond, Va.

SUMATRA TOBACCO

1906 SUMATRA CROP

TOBACCO

Samples to be had on application

700 Bales Purchased at First and Second Inscriptions

H. DUYS & CO.
No. 170 Water Street, NEW YORK
De Amsterdamsche Tabakshandelmaatschappij, Amsterdam

Growers and Packers of
FLORIDA TOBACCOS
Write for Samples
SCHROEDER & ARGUIMBAU
178 Water Street, New York

CHARLES M. GUDKNECHT, President

LA HILDA CIGAR FACTORY

(INCORPORATED)

MANUFACTURERS AND IMPORTERS

231 CHESTNUT STREET

CORRESPONDENCE SOLICITED PHILADELPHIA

"As Clean as the Food You Eat"

Vesper CIGAR 5¢

(LORD LANCASTER, 10c.)

Oblinger Bros. & Co.

Manufacturers

615 Market St., Philada.

(NICKELBY, 5c.)

SMOKE VETTERLEIN BROS.' SABORSO PHILADELPHIA CIGARS

PHILADELPHIA BOSTON

SUPERIOR Quality and Workmanship

Vicente Portuondo CIGAR MFG CO. Cigars PHILADELPHIA

Factory No. 968, First District Penna.

If You Want to be in HAVANA Smoke CAMELA 5c. Made by CIGARS

HENRY HEYMANN'S SONS

Sinking Spring, Pa.

EISENLOHR'S Cinco Philadelphia CIGARS

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White Knight

5-cent Cigar

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YOU CAN BUY

WEAVER'S ORIGINAL

HAVANA SHORTS

AT

All Jobbing Houses

Parmenter Wax-Lined Coupon Cigar Pockets

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INTENTIONAL SECOND EXPOSURE

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IMPORTERS OF

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia

FOUNDED 1855

John T. Dohan — SELECTED D&T VUELTA ABAJO — Wm. H. Dohan

FLOR de D&T

DOHAN & TAITT

Importers of Havana and Sumatra

D&T

Packers of Leaf Tobacco

VUELTA ARRIBA

107 Arch St. PHILADA.

Established 1825

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

AND PACKERS OF

Leaf Tobacco

L B S

322 and 324 North Third Street, Philadelphia

Julius Hirschberg & Bro.

Importers of Havana and Sumatra and Packers of Seed Leaf

Tobacco

125 North Third St., Philada.

L. BAMBERGER & CO.

Packers and Dealers in

Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**

111 Arch Street, Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N. Y.

H. Dolinsky & Son

Importers & Packers of

HAVANA AND SUMATRA SEED LEAF TOBACCO

147 N. Third St, Philadelphia, Pa.

The Empire Leaf Tobacco Co.,

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St., Phila.

K. STRAUS — A. LOEB

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PACKERS OF LEAF TOBACCO — HAVANA

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Benj. Labe — Jacob Labe — Sidney Labe

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Packers and Dealers in **Leaf Tobacco**

228 North Third St., Philadelphia

LEOPOLD LOEB & CO.

Importers of **Sumatra and Havana**

and

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GEO. BURGHARD

Importer of

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and Packer of **LEAF TOBACCO**

238 North Third Street, Phila.

J. S. BATROFF

224 Arch St., Philadelphia

Broker in LEAF TOBACCO

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The preceding cut is a fac-simile, in its actual size, of the Precinta, or Warranty Stamp, which is used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that the Cigars, Cigarettes and Cut Tobacco packages which bear these stamps were made in Cuba.

Thus a copy of the Warranty Stamp, attached to any Box of Cigars and Cigarettes, or to any Package of Cut Tobacco, means that those Cigars, Cigarettes and Cut Tobacco have been made in Havana, Cuba, with the Genuine Tobacco Leaf grown on the Island of Cuba.

DON'T FORGET THIS, IMPORTERS, DISTRIBUTORS and RETAILERS.

THE COLORS OF THE PRECINTA:—Black with Pale Blue Ground; fac-simile of the Seal of the Presidency of the Republic, Sky Blue.

DULL CONNECTICUT MARKET.

Hartford, Conn., April 13.

The market for Connecticut broadleaf tobacco is very dull at present, as the deadlock between the growers and buyers remains unbroken. The farmers are holding out for higher prices than have yet been offered, and they still profess confidence that the dealers must ultimately have to take the tobacco on the terms named by the growers. There is some talk of the advisability of establishing a growers' warehouse, thus enabling the producers themselves to become dealers, but it is not probable that the project will be attempted.

The market for the Havana seed leaf tobacco is still sagging. The farmers who have not yet sold their crop are stobbornly holding out for higher prices. As the season for planting the new crop approaches, however, some of the farmers are displaying a disposition to shade their former asking price, and the result is that the market is tending downward slowly.

It is probable that a larger acreage than ever before will be planted to tobacco this year.

A. H. Reeder, President of the Krohn Tobacco Co., has recently been here on a visit to Manager Griffin, of the Krohn plantations at Windsor.

FACTORY STRIKE IN WALLA WALLA

Walla Walla, Wash., April 11.

Because the J. M. Fiedler Cigar Company refused to advance the scale of all cigars manufactured from $1 to $3 a thousand nine men walked out today. Mr. Fielder announced that he has given his decision and that his factory will remain closed for an indefinite period, as he has a good supply of cigars on hand.

Prices for rolling cigars range from $12 to $19 per 1,000, and the men ask an advance of from $1 to $3. The men will take the matter before the labor assembly and make an effort to have the product of this factory declared unfair. Louis Kan has agreed to the new scale and his men remained at work.

Constitution Seed and Havana stands for Quality and Workmanship. Remember that.

MANSFIELD CO. INCORPORATED.

Mansfield, O., April 15.

The H. L. Bowers Cigar Co. has been incorporated with a capital of $30,000, by H Q. Bowers M. D. Ward, H. P. Bowers, Louis Bowers and H. E. Ward.

Mr. Bowers has been engaged in the cigar business for some time, and recently was joined by Mr. Ward, who was formerly an official in a bank here. The new company is the outcome of recent developments.

FAVOR HOME-MADE GOODS.

Cigarmakers and Manufacturers Start Home Industry Campaign.

Fitchburg, Mass., April 12.

The cigarmakers and manufacturers of this city held a meeting in Bricklayers' Hall and discussed means and methods to increase the manufacture and sale of home made products, particularly in the cigar business. After a long discussion in which the question was looked at from every possible point of view, it was the sense of the meeting and was so voted that a committee wait on the Board of Trade and Merchants' Association and endeavor to get them to endorse the object and psss resolutions calling on the people to patronize the local makers of all articles, while the cigar manufacturers and makers will jointly bear the expense of a campaign of education to familiarize the smoking public with the advantage of using the local brands of cigars.

This was the result of the smoke talk, business meeting and gathering of all those interested in the cigar trade, Tuesday evening, and from now on the objects mentioned at the gathering will be given proper prominence and a steady increase of business is expected. A Dutch supper followed the meeting and then the open session of the makers and manufacturers was held. President Fred. Fredericks, of the Cigar Makers' Union, opened the meeting and called upon Adolph Raabe to open the discussion. Mr. Raabe spoke of the conditions in this city 13 years ago when he first came to this city and said that the business of the local manufacturers now was no greater than at that time, due to the large number of cheap cigars made in Ohio, Pennsylvania and other places. The

A Good Pair to Go On . . .

Two of Our Popular Five Cent Brands. Our Goods are Made of Best Selections, Made Carefully, and Made to Duplicate.

Wolf, Neff & Co.

RED LION, PA.

INCREASE YOUR PROFIT!

Columbia Straight Will Do It.

We bought a large supply of Good Havana and Domestic Tobacco at the right time.——We are located where Good Workmen can be had at Fair Prices.

These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.

Fred Schlaeger & Co., Columbia, Pa.

Samples on application.

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

John U. Fehr Established 1883 Geo. N. Fehr

J. U. Fehr & Son

Importers and Packers of

Leaf Tobacco

700 Franklin St., 101 to 107 S. 7th St.,

READING, PA.

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia

Long Distance Telephone, Market 3025.

S. Weinberg

121 North Third Street

PHILADELPHIA

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

Tobacco

Cable Address, "Heiland, Lancaster" Telephone Service

JOHN F. HEILAND & CO.

COMMISSION MERCHANTS AND DEALERS

Leaf Tobacco

Eastern Agents MaGee Tobacco Case

Representing

George H. Rumrill, Janesville, Wis.;
The Miami Valley Leaf Tobacco Co., Dayton, O.;
The Krohn Tobacco Co., Windsor, Ct.;
Downard & Koking, Cincinnati, O.;
F. W. Dohrmann & Son, Cincinnati, O.;
Meiskey & Heiland, Lititz, Pa.

48 E. Chestnut Street

P. O. Box 178

LANCASTER, PA.

H. VELENCHIK S. VELENCHIK

VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630-636 N. Prince St.

Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

HENRY RINDSKOPF

Packer and Importer of

Sumatra, Havana and Domestic LEAF TOBACCO

N. E. Cor. Fifth and Washington Sts.

Reading, Pa.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of Sumatra and Havana

Packers and Exporters of and Dealers in Leaf Tobacco

LARGEST RETAILERS IN PENNSYLVANIA

No. 240 Arch Street, Philadelphia, Pa.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

Gieske & Niemann, Packers & Dealers in Leaf Tobacco

No. 204 South Charles Street

Baltimore, Md.

large stocks of these cigars carried by local dealers hurt the local manufacturers, and it is only the dealers who benefit.

He advocated an appeal to the citizens of the city, not only in the interest of the cigar business, but for all other local products, which are usually far better than articles sent here from other places. Joel Joel was the next speaker and he had many figures to prove the extent of what the cigar trade might become with the proper encouragement from the people of this city. He had figured that if only local cigars were smoked, 65 men would be employed at an average salary of $18 per week or $900 in all; three packers at $25 apiece, or $75 a week and 15 strippers at $6 each, or $90 a week, making a grand total of $1,065 a week or $54,380 a year.

All of this money would have been spent here and the store keepers would get the benefit, but now the vast part of it goes out of town and local firms lose just so much. On the other hand, if a factory or enterprise was looking for a location, the Board of Trade would offer all sorts of inducements for it to come to this city, especially if it employed but 150 girls at $6 per week. Here is a chance to do something just as good and it is up to the local cigar trade to interest the Board of Trade and secure its indorsement and have it adopt a set of resolutions calling on the people of the city to purchase local goods, whether cigars or something else. D. W. Teehan spoke along the same lines.

It was then voted to appoint A. A. Raabe, Joel Joel, from the manufacturers and President Fred Fredericks and Secretary William Deignan, from the union to see the Board of Trade, draft resolutions setting forth their positions, to appeal to the citizens of the city, kill the demand for cheap cigars, and advertise the value and merits of the local brands. The union and manufacturers will stand the expense of the campaign and no special local cigar will be featured, all brands being pushed alike.

YORK CITY AND VICINITY.

Quiet Times in Cigar Factories, But the Box Makers are Busy.

York, Pa., April 15.

The cigar industry of this county is rather quiet at the present time, only a few of the larger factories being really busy enough to keep a good sized force steadily at work. Cigar box manufacturers are, however, not complaining, since they draw a large portion of their business from the larger factories, which are even now having a fair cigar trade. Besides that, several of the box factories are getting large orders from the branch factories of the United Cigar Manufacturers' Company, located in this city and at Dallastown. One of the York box manufacturers told the writer just last week that they could get all the orders that they could possibly get out for a certain kind of a box, but he did not want more than a certain amount of work of that kind under the present conditions in the boxmakers' supply market.

H. F. Kohler, at Nashville, is having an excellent run of business, principally on five and ten cent goods. In fact he would like to have more cigarmakers than he has at the present time, and is taking on new ones as fast as they apply, if they can do satisfactory work. His factory at Jacobus is also running full handed. Orders during the past week came in at a lively rate.

Things have settled down to a nearly normal condition with Celestino Costello & Co., and the usual quota of goods is being shipped from their factories, of which they now have several.

Robert M. Granat, of Gillen & Granat, has just returned from a week's visit to Philadelphia and vicinity, where he met with very satisfactory business.

James Adair, proprietor of the York Tobacco Co., is busy packing tobacco. He has just moved his family to York from Red Lion.

S. F. Snell, cigar manufacturer at Dowagiac, Mich., has been on a visit here lately. He was formerly in the cigar manufacturing business at Red Lion.

Arthur and Frank Spatz, of Dallastown, have formed a partnership, to engage in the cigar manufacturing business. They have secured the old Heindel building, and are about ready to begin operations.

Seaton Heindel, whose factory was some months ago seized by the revenue officials, but recently released, will engage in the jobbing trade.

The New Acme Cigar Company, which recently commenced operations in the old Jacoby furniture factory building on North George street and the Codorus creek, is a branch factory of the S. R. Moss Cigar Co., of Lancaster Pa.

W. L. Toomey & Co., who have also taken a portion of the same building, have gotten nicely started, and now have good prospects of building up a fine business on a high grade line of goods.

W. H. Snyder, of W. H. Snyder & Co., of Windsor, has been on a short business trip to Philadelphia and vicinity.

S. L. Johns, the energetic leaf tobacco dealer of Hanover, recently made a tour of inspection around the Connecticut leaf markets. Mr. Johns is handling a large volume of leaf tobacco and is also packing this year at several advantageous points.

Fisher Bros., of Hanover, are now extensively engaged as dealers in leaf tobacco, having retired entirely from the manufacturing line.

Charles Busby, of McSherrystown, has had some financial trouble, and has not yet succeeded in getting matters settled. Just what the ultimate outcome will be, cannot yet be definitely said.

H. A. Snyder, of Littlestown, a cigar manufacturer, has also failed.

Frank J. Snecringer, of Hanover, who some time ago commenced the manufacture of cigars under the blue label system, is now employing a large force. He has taken the premises formerly occupied by W. L. Toomey, trading as the La Union Cigar Factory.

Norristown Tobacco Works

NORRISTOWN, PA.

Manufacturers of

Havana Shorts

Keyno HAVANA SHORTS 2 oz. 5c.

Private Brands for Jobbers a Specialty Samples submitted on application

Box Truck will move your Tobacco Cases Easily and Safely

IT is built for Strength, but is not heavy. Notice the position of the Steel Spurs. It won't "Run Away." . . . Used in Factories and Warehouses

Price: $5.50

Testimonial:--

We have your box trucks in use for years and they have given us entire satisfaction.
J. L. BRENNER & SONS, DAYTON, O.

MANUFACTURED BY

The Wm. F. Kramer Co.

DAYTON, OHIO

WHY STRIP YOURSELVES

When We Can Strip For You?

We can furnish you stripped Remedios and stripped Vueltas for Clear Havana, and Seed and Havana cigars, or

You may select your particular lot from sample bales in New York and have the tobacco stripped by us in Havana.

This avoids all troubles incidental to stripping in your own factory.

Exterior View, Stripping Department

Interior View, Stripping Department

HAMBURGER BROS. & CO.

Importers of Havana Tobaccos

Stripping Department: 137 Gervasio St., Havana

228 PEARL ST., NEW YORK

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.

Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

HIGH WATER MAKES TROUBLE IN HAVANA.

Heavy Norther, Lasting Day and a Half, Sends Water Into the City. Rain from the Wrong Direction Did No Good to Crop.

(Special Correspondence of The Tobacco World.)

Havana, Cuba, April 8, 1907.

Since my report of a week ago Havana has experienced one of the severest northers which has struck this island for a number of years. It lasted thirty-six hours, and coming from a northwesterly direction it piled the waters of the whole expanse of the Gulf of Mexico right against the north coast of the western part of the island. The water washed over the sea wall (Malecon), inundating all the streets bordering upon the sea to a depth in some places of about three feet, the spray dashing over the Morro Castle, reaching as far as the light and obscuring same at times.

The market has been quiet again, owing to causes which are well known to everybody, and it almost looks now as if the stocks of Remedios held here by the Spanish houses would either have to be sold at very low figures, in order to attract buyers or otherwise remain in the possession of the present holders until next fall when the majority of the Northern tobacco people will visit us. In the meantime some commission houses may possibly receive orders from their connections to buy small quantities of leaf that might be needed for immediate consumption.

The rain that accompanied the norther evidently has not done much good to the country; the rain from the northwest is feared most by our farmers, as it is said to contain some particles of salt which are apt to create a bad burn, besides the high wind must have broken the leaves of the larger plants still in the field. Neither was there enough humidity in the air to set the farmers to work in bundling their dried tobacco hanging on the poles. Before the work of the season can commence a few good showers are needed from the south, which will produce the humid atmosphere called here "blandura." When this occurs the leaves become pliable and can be handled without danger of breaking.

A few good sales have been made in some sections of the Vuelta Abajo, and it is also stated that the trust is trying to corner the Partido market, by offering very high prices and paying the farmers all the advances they might demand before delivery of their crops.

There is very little chance that the tobacco still growing in the fields will be harvested in good condition before the rainy season sets in, therefore the quantity of the 1907 crop may be smaller than a good many people at first imagined, and that high prices are going to continue throughout the next season appears now an almost foregone conclusion, at least for all vegas which possess real merit.

The "libra de pie" (ground leaves) which has been arriving here, while eagerly examined by our dealers and manufacturers, has not been bought by the latter to any extent, as the asking prices are considered way out of reach, and besides the quality is so heavy that it may take from three to four months before the tobacco will be in a sufficiently cured state to be workable.

Sales

total 505 bales, of which 340 consisted of Remedios, while 165 bales were of Vuelta Abajo. For the American market 245 bales were taken, while the balance of 260 bales entered into consumption by the local manufacturers.

Buyers Come and Go.

Arrivals:—Edgar J. Stachelberg, and Henry Esberg, of M. Stachelberg & Co., M. Winter, of the M. Perez Co., Tampa; Max Maier, of A. Blumlein & Co., New York; M. Gach, of Taussig & Co., Chicago.

Departures:—H. Anton Bock, for New York; John Wardlow, for Key West.

Havana Cigar Manufacturers

The strike in the trust factories continues, and the daily press publishes that in places like Bejucal and Gunanjay the cigarmakers of the trust have again struck. It is hard to say what the final outcome may be, as eventually the American currency will be adopted commercially,—as it is now done officially. A meeting of the Chamber of Commerce came to the conclusion that it would not be advisable at the moment to change our present standard of money, as it would create too big a re olution in the monetary affairs of the commercial community in the western part of this island, and it was thought better to let the change come about gradually and naturally as it is bound to do. As is well known the eastern part of the island has had the American standard since the time of the first intervention.

The Independent Manufacturers

are resuming their normal activity, as it seems orders are coming in freely from all parts of the globe, with the exception of Great Britain, which is somewhat backward as yet.

The old reliable H. Upmann brand is doing exceedingly well in the United States, since Charles Landau was made the representative of H. Upmann & Co. The factory has a large stock of choice old leaf on hand, so it is prepared to fill all orders with dispatch, in good colors and of a fine aromatic quality.

The Partagas factory cannot complain, as Cifuentes, Fernandez & Co. constantly have large orders on hand from everywhere.

The Sol factory is quite busy, as Behrens & Co. have received very fine orders for high priced cigars from the United States.

Eden is receiving plenty of good orders from its appreciative customers in the United States and elsewhere.

The Blasco brand is increasing in popularity in the United States, as the National Cuba Co. is pushing it on its merit.

RUTHERFORD CLEAR HAVANA CIGARS
Are Popular
Because They Please the Consumer.

ESTABLISHED 1844

H. UPMANN & CO.

HAVANA, CUBA.

Bankers and Commission Merchants

SHIPPERS OF CIGARS and LEAF TOBACCO

MANUFACTURERS OF

The Celebrated H. UPMANN Cigar Brand

FACTORY: PASEO DE TACON 159-169
OFFICE: AMARGURA 1 HAVANA, CUBA.

Representative of our "H. UPMANN" Brand for the United States and Canada
CHARLES LANDAU
New York Office: 82 Wall Street Montreal, Canada: Board of Trade Building

SYLVESTER & STERN
SUCCESSORS TO
LEWIS SYLVESTER & SON
Growers, Packers
and Importers of
Havana Tobacco
HAVANA, CUBA — Monte 56
NEW YORK — 165 Front Street
PLANTATIONS and ESCOJIDAS:

In	VUELTA ABAJO	at	PUERTA de GOLPE
"	PARTIDOS	"	SANTIAGO de las VEGAS
"	REMEDIOS	"	SANTA CLARA
"	"	"	QUINTA CAMAJUANI
"	"	"	SANCTI SPIRITUS

FACTORY VEGAS A SPECIALTY

CHARLES BLASCO
Commission Merchant
Leaf Tobacco and Cigars
1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ Y MIGUEL
Almacenistas de Tabaco en Rama
Especialidad en Tabaco de Santa Clara de Primera Clase
Cable: "CASIN"
AMISTAD 97, HABANA.

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ — R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO — HABANA, CUBA

S. Jorge — Y. P. Castaneda

JORGE & P. CASTANEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

PARTAGAS

Independent Cigar Factory

The Oldest Brand

FLOR DE TABACOS DE PARTAGAS Y Cª HABANA

The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER *Habana, Cuba*

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA — *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" HAVANA, CUBA

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" — Correspondence Solicited in English

HENRY VONEIFF — F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

PACKERS and EXPORTERS of LEAF TOBACCO

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Branch Houses: 616 W. Baltimore Street, Baltimore, Md. P. O. Box 433, Tampa, Fla.

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ

J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128 Cable: "JOMAGARCIA" HABANA, CUBA

Our Capacity for Manufacturing Cigar Boxes is---
ALWAYS ROOM FOR ONE MORE GOOD CUSTOMER

L. J. Sellers & Son, Sellersville, Pa.

The Union de Fabricantes, of which Don Rafael G. Marques is president, and Jose C. Beltrons secretary, is as active as ever in looking after the interests of its members, and importers of cigars, as well as retailers, ought to pay particular attention to the fact that all of their boxes should contain the guarantee stamp which attests the legitimacy of a Havana cigar.

Buying, Selling and Other Notes of Interest.

Cardenas & Co. were sellers of 200 bales of Remedios during the past week. They removed their office and warehouse from the corner of Cuba and Jesus Maria streets to 126 Amistad street, where L. Friedman & Co. were formerly located.

Don Jose Gonzalez, who has been the resident partner of Gustav Salomon y Hnos for nearly the last twenty years (although I understand that at present he is doing business on his own account at the old stand Monte 114), met with a sad loss in the death of his young wife. Nearly the whole of the tobacco trade, as well as a number of manufacturers, were assembled at the funeral, thus showing the sympathy that was generally extended and the esteem in which he wss held by the trade.

Rodriguez, Bautista & Co. disposed of 90 bales of Remedios from their holdings.

	Week ending April 6 Bales	Since Jan. 1 Bales
Vuelta Abajo	927	2,968
Semi Vuelta	58	197
Partido	55	284
Matanzas	18	141
Remedios & S. Clara	17	4,697
Santiago de Cuba	8	1,707
Total	1,083	9,994

TOBACCO NOTES FROM LANCASTER.

Small Lot Sales Rule in Leaf Market. News Gathering Without Exertion.

Lancaster, Pa., April 15.

There was little or no improvement in conditions in the local leaf market during the past week. Transactions were confined to small lots. Farmers seem to be taking a rather philosophical view of the present situation, and apparently are not much concerned about the price, perhaps feeling confident that the price will take care of itself, and in the meantime they are actively preparing for the 1907 planting. Seed beds galore can be seen in every section, and in fact plowing is about to be commenced. They seem, if anything, to be now more concerned about getting their planting done as early as possible, in the hope of having also an early harvest. There is every indication that the acreage will be generally increased. They are also very active in urging the State Agricultural Department to increase its appropriations for experimental work at the various stations in this State.

Cigar manufacturing is not so very brisk at present with quite a number of manufacturers, and yet there are a certain few who are making preparations for increasing their facilities.

Leaf tobacco packers are pretty well cleaned up with their packings, but buying is progressing only slowly. Quite some driving was done during the past week, but the purchases were not very heavy, because the prices demanded by farmers would not be conceded by the the buyers, and consequently the crops were not taken. Some packers declare that while they did not yet buy as much tobacco as they usually pack, they think they have enough at the price they paid for it earlier in the buying season, but would buy more if the prices became lower, or rather more nearly to their present idea of the value of the tobacco, conditions from all sides being considered.

Several packers here are priding themselves on some fancy crops which they have secured. One of the latest buyers of a very fancy crop was John F. Brimmer, who purchased the crop of Peter Foreman, of Churchtown, consisting of 17 acres, realizing him over $4,000. It is a "top notch" price, but is conceded to be a "top notch" crop.

J. Carl Brill, formerly of the cigar and tobacco jobbing firm of Brooks & Co., Philadelphia, but for several years past out of business, was in Lancaster last week, visiting several cigar factories whose products he now handles as selling agent. Among them was L. R. Brown, of Brownstown.

B. H. Woeldyke, of St. Louis, was a visitor in the leaf market last week.

X. Hanna, of Hanna Bros., Dayton, O., and A. H. Reeder, of the Miami Valley Leaf Tobacco Co., also of Dayton, were among the more recent arrivals.

One of the surprising news events of the week was the sale of the leaf tobacco business of W. R. Cooper, at Duke and Chestnut streets, to Milton H. Ranck, of Strasburg. Mr. Ranck took immediate possession, and will do a general jobbing business in leaf tobacco, carrying a large assortment of domestic leaf. It will be remembered that Mr. Cooper did quite an extensive jobbing business before he devoted his time more particularly to packing. Mr. Ranck is a thoroughly aggressive young man, well posted on Pennsylvania leaf, which he has handled as a packer for some years. He is also to be congratulated upon his success in inducing Mr. Cooper to remain with him, at least for the remainder of the year. Mr. Cooper's acquaintance in the trade, and his knowledge of the jobbing business will be of inestimable benefit to Mr. Ranck.

The "Plagiarist of Lancaster" is again at his old tricks of purloining the news. For nearly two years he apparently prospered by stealing nearly all his stuff from the columns of The Tobacco World, and would perhaps have continued to do so if he had not been so severely criticised and exposed in the "World's" columns by its editor. Two weeks ago there appeared in the Lancaster letter a brief announcement of the fact that a National Cigar Stand had made its appearance in Lancaster, and it was further referred to as the only one. The item was promptly appropriated, notwithstanding the fact that it was not entirely a new thing, but had been installed some weeks before the announcement first appeared in print. The clearness of the theft is shown by the fact that it is not the only National Stand in Lancaster, as this copyist also stated in his transcript, but it was not a really new stand, a fact which that correspondent,

(Concluded on page 18)

HUNTER—A Nickel Cigar

Has won many races for dealers. Try it.

PABLO PEREZ — CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

LUIS MUNIZ — MANUEL MUNIZ — HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" HABANA, CUBA

GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25

Cable: "Tebenitez" P. O. Box 396 *HABANA, CUBA*

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM — *Habana*

JOS. MENDELSOHN — LOUIS A. BORNEMANN — MANUEL SUAREZ

Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO

and Commission Merchants

New York Office: 196 WATER STREET

Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

A. M. CALZADA & CO.

Packers and Dealers in Leaf Tobacco

and COMMISSION MERCHANTS

Monte 156, HABANA, CUBA.

P. O. Box, 595. Cable: "CALDA."

Cable Address: DERBA. — Telephone: 1629 John.

WM. BADER

Importer of Havana Tobacco

4 Burling Slip, NEW YORK

A Specialty of HAVANA WRAPPERS and FILLERS at retail. Mail orders promptly filled.

Established 1881 —THE— Incorporated 1902

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PHILADELPHIA, APRIL 17, 1907.

THE NEW COMMISSIONER.

A report was in circulation in New York this morning that Col. Pearl Wright, of New Orleans, would probably be appointed Commissioner of Internal Revenue, to succeed John W. Yerkes, resigned.

THE "NIGHT RIDERS."

Governor Beckham, of Kentucky, has issued a proclamation offering a reward of $500 for the apprehension and conviction of every person guilty of destroying tobacco beds and barns in the Western Kentucky dark tobacco district.

The open lawlessness which has prevailed for many weeks in Kentucky is laid at the door of the American Society of Equity, which, under the guise of fighting the trust, has degenerated into a form of anarchy, and many depredations are committed against growers who have turned a deaf ear to the association's argument.

The Society of Equity is hardly acting in an equitable manner by permitting night raiding and the destruction of seed beds belonging to those whom it has not been able to enlist in its monopolistic movement. It is high time that more drastic measures to preserve law and order were adopted by the officials of the State.

The following dispatch indicates that the situation is growing worse, instead of better:

Clarksville, Tenn., April 17.

The destruction of tobacco plant beds in this district by "night riders" has reached an alarming stage, and it is feared that unless the depredations are speedily stopped there will be an unusually light crop. During the past week a number of plant beds have been salted and the plants killed.

In Trigg county, Kentucky, the situation is serious in the extreme. Fully a score of plant beds have been destroyed, tobacco rolled into the river, and warnings posted in the places of independent planters. Trainmen have been threatened with violence if they haul the tobacco of growers not connected with the growers' association.

GOVERNMENTAL EXPERIMENTS.

India is developing a promising tobacco growing industry, which the Government is fostering in every way possible, even to the extent of establishing a Government farm to be devoted exclusively to tobacco research in the Gangpur district of Bengal, one of the most important producing areas in India.

The development of any industry under Governmental assistance is often more rapid than under commercial stimulus. Extensive plant breeding and seed selection work can only be done on a large scale, and if carried on by the Government the results are shared by the small farmer as well as syndicates, while if the work is carried on under the direction and at the expense of any commercial body the results are often kept secret if possible, and it is only by judicious seed selection that the small farmer can maintain profitable competition.

It is not always, however, that Governmental experiments are crowned with the success that was hoped for. For instance, the growing of wrapper leaf in Connecticut was brought about largely by the work done by the United States Government, but it was doomed to a short and not wholly satisfactory career. On the other hand, Florida-Georgia wrappers are the result of individual enterprise and energy and have been brought to a high standard of commercial value.

AN EXPOSITION SUGGESTION.

Elsewhere in this issue is published a report of a novel experiment now being conducted in the Royal Botanic Society's Gardens in Regent's Park, London, where a variety of tobacco plants are now being grown, and in which collection it was undertaken to have every tobacco growing country represented.

It is stated that the head gardener is doing everything possible to have the plants well developed by the latter part of April, in order that they may serve a certain purpose at the International Tobacco Trades Exhibition which is to be held in Horticultural Hall, London.

We would suggest that the managers of the Tobacco Trades Exposiron could perhaps profitably give serious consideration to the idea of the Londoners, in having a typical display of growing tobacco plants at the forthcoming show, to be held early in September next. It would not be impossible to secure an elegant array of a large variety of plants for that purpose. Space so devoted would be of a possibly more educational nature than a profusion of displays of the manufactured product. It must be admitted that there are thousands upon thousands of dealers in cigars, tobaccos, etc., wholesale dealers as well as retail, who have never seen a real live tobacco plant, much less a collection of a variety of plants.

Philadelphia Tobacco Trade

The unseasonable weather conditions of the past week have had a disastrous effect on the retail trade. After a most auspicious beginning for April, the serious setback of the past week was almost exasperating. Weather conditions affect the retail cigar business as much as any other business, and much more than some other lines of trade. The weather conditions for the past several months were mostly unfavorable to that branch of the tobacco trade.

Conditions among cigar manufacturers remain practically unchanged. Factories are for the most part fairly busy in this city, and an exceptional few are moderately rushed to get out their goods to meet the demand promptly. The Internal Revenue office reports of the output in the First District for March are satisfactory, although nothing to be particularly elated over, because they do not show a very great increase over March of last year, and considering that the Ninth District showed a rather unexpected and remarkable increase for that period as compared with the corresponding month of 1906, this district seems to have fallen a little from the average rate of increase.

The total output of cigars, etc. for the month of March was as follows:

Cigars at $3.00 per M	55,910,470
Little Cigars at 54c. per M.	1,709,400
Cigarettes at $3.00 per M	29,100
Cigarettes at $1.08 per M.	6,711,000
Cigarettes at 54c. per M.	609,000
Snuff at 6c per pound	578,755
M'f'd tobacco at 6c per lb.	109,169

The cigar output showed an increase over March of last year of only 321,700, whereas the increase in the Ninth District for the same period of time was several million cigars.

The manufactured tobacco output shows a falling off during March as compared with March of 1906, of nearly 25,000 pounds.

Snuff also shows a decreased output, but there is a noticeable increase in the output of cigarettes and little all tobacco cigarettes.

The jobbing trade is only tolerably good. The serious interference with retailers' business by the unfavorable weather is, of course, also affecting business with jobbers, who, like the retail dealers, were just beginning to feel an improvement when the balmy days of several weeks ago started in to make things look like real spring, but the wintry winds of the past week resulted in an upsetting of all plans and calculations.

A. H. Reeder, of The Miami Valley Leaf Tobacco Co., Dayton, O., and President of the Krohn Tobacco Co., at Windsor, Conn., spent a day in Philadelphia this week, while en route to Ohio from Connecticut.

While admitting that the use of Connecticut tobacco seemed to have undergone some change during the past year, he was, nevertheless, just as full of confidence in the virtue of good Connecticut as he ever was, and feels that Connecticut tobacco has been somewhat unjustly discriminated against. "The real high grade Connecticut," said he, "will always find a market and a comparatively ready sale."

On the Krohn plantations in Connecticut large sums have been spent in perfecting a model tobacco farm, and every effort is made to grow only the very highest grades of Connecticut Havana seed leaf. Their packings this year have turned out most satisfactorily, and goods are being rapidly marketed.

Mr. Reeder proposes to stop at Lancaster, Pa., on his way back home, to see several intimate friends he has there.

Carl L. Haeussermann, of L. G. Haeussermann & Sons, will this week cover New Jersey in the interest of his firm. They have had a fairly active business for several weeks past.

Max Herzog, with P. Dennerlein & Co., New York, was again in this city a few days this week. He was showing a line of Connecticut leaf this time, which upon critical inspection was declared to be desirable lots of goods.

In the death of Samuel Shepherd, who died suddenly at his home, 807 North Forty-first street, of apoplexy, the jobbing trade has lost one of its oldest and most honored members. Mr. Shepherd was a pioneer in the tobacco business of this city, having spent his entire lifetime here.

In 1870 Mr. Shepherd began his business career at Third and Monroe streets, and remained there for a period of 23 years. In 1893 he removed his business to the more central section, at 1520 Market street, where it is still located.

In 1891 Mr. Shepherd admitted his son, Wm. F. Shepherd, to an interest in the business, who will now continue it at its present location.

After a short and uneventful career the Royal Cigar Co. has packed "bag and baggage" and left the city to its fate. Apparently it was discovered that the City of Brotherly Love was not very favorable to the idea of Royalty.

The United Cigar Stores Co. has brought about a complete change of front. Red fronts are now the vogue, and all their stores have had exterior painting in this brighter hue.

C. W. Saunders, representing the Cortez Cigar Co., of Key West, was a visitor here this week and booked some substantial orders for Cortez cigars among several local houses.

A. Boyd Wilson, with Trujillo & Co., New York and Key West, was in the trade here lately. Trujillo & Co.'s product has met with considerable favor in this city.

E. P. Jeffries, with the Surbrug Co., has also been here lately in the interest of the firm's Milo and other brands of cigarettes.

A. J. Rigby, of the Theobald & Oppenheimer Company, has returned to Mansfield, O.

Considerable activity has been shown lately at the factory of the Juna [illegible]

(Continued on page 15)

The Wholesale and Jobbing trades are cordially invited to examine some specially desirable lots of Pennsylvania Connecticut Wisconsin Ohio and Big Flats

MILTON H. RANCK

Successor to

W. R. COOPER & CO.

Packer and Dealer in

Leaf Tobacco

Nos. 201 and 203 North Duke Street

LANCASTER, PENNA.

Packing House: - - - Strasburg, Pa.

ERNEST ELLINGER & CO.

Importers of HAVANA TOBACCO

Office: No. 161 Water Street New York

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.

NEW YORK.

JOS. S. GANS · MOSES J. GANS · JEROME WALLER · EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.

Importers and Packers of *Leaf Tobacco*

Telephone: 346 John · 150 Water St., NEW YORK

Starr Brothers

IMPORTERS and PACKERS of LEAF TOBACCO

163 Water Street

Established 1888 · NEW YORK · Telephone: 4027 John

M. F. SCHNEIDER

IMPORTER OF

Sumatra Tobacco

2 Burling Slip, NEW YORK

NES. CORNER KUIPERSTEEG, AMSTERDAM, HOLLAND

Telephone: 377 JOHN

Joseph Hirsch & Son

IMPORTERS OF

SUMATRA TOBACCO

O. Z. VOORBURGWAL 227
Amsterdam, Holland.

OFFICE:
183 Water St.
NEW YORK

Cable Address: "HERE."

JOSEPH HOLZMAN

SUMATRA, HAVANA and SEED LEAF Tobacco

185 Water St., New York

JOHN W. MERRIAM & CO.

"At the Sign of the Bull Dog," New York

Real Habana Segar Makers and Importers

Habana Scraps and Cuttings for Sale

TOBACCO NEWS OF GREATER NEW YORK

New York Bureau of The Tobacco World

New York, April 16.

There has been little if any change in the conditions of the leaf market during the past week. Seed leaf has been moving in a quiet way. Much attention has been given to the new Sumatra tobaccos, and reports all indicate that at each succeeding inscription in Amsterdam competition becomes keener and the bidding even more lively.

Heavy purchases have been made by H. Duys & Co., A. Cohn & Co., American Cigar Co., and others, besides good sized purchases made by E. Rosenwald & Bro., Pretzfeld & Co., S. Rossin & Son, E. Spingarn & Co., Hinsdale Smith & Co., G. Falk & Bro., F. & E. Cranz and Rothschild & Bro.

H. Duys & Co. bought Deli My | Q. M., S. K. | Deli, S. M. | Sumatra, F. and S. Deli, J. H. Deli and K. F. Deli, a total of 660 bales suitable for the American trade, and making in all over 2500 bales of the new goods bought by them.

At the annual meeting of the Leaf Tobacco Board of Trade, held last week, it was decided to secure permanent headquarters, to be located somewhere in the tobacco district, so that facilities for visiting leaf men can be provided, where they can receive their mail matter, etc. It was also decided to establish the new headquarters of the local board at 141 Maiden Lane, and to hold the National Convention, which is scheduled for the first Monday in May, at that place.

This arrangement, it is believed, will prove a great convenience to the local members of the trade who may want to attend the convention, as well as delegates to the convention who may want to visit various houses in the trade during their stay in the city.

The following trustees of the Board for the ensuing year, and delegates and alternates to the convention were nominated:

Trustees: A. Bijur, Charles Fox, Sig. Koenig, Ferdinand Cranz, Harry S. Rothschild, A. Cohn, Jos. Cullman, F. Dolbeer, James Ertheiler, E. A. Kraussman, Benno Neuberger, William Spitzner, L. Schmid, Chas. Vogt, and Julius Marqusee.

Delegates: A. Cohn, Sigmund Rosenwald, H. S. Rothschild, F. Cranz, J. Ertheiler, Marco Fleischman, F. Dolbeer, W. Spitzner, S. Koenig, J. H. Duys, Julius Marqusee and E. A. Kraussman.

Alternates: Charles Waxelbaum, Benno Rosenwald, John W. Merriam, W. E. Bird, Jesse Falk, Ernest Ellinger, Chas. Acker, J. S. Gans, Morris Levi, R. Weil, Samuel Mendelsohn and Frank Bach.

The following officers were elected for the ensuing year: President, A. Bijur; vice-president, James Ertheiler; treasurer, F. Cranz; secretary, Chas. Fox.

HUNTER 5c. Cigar
is successful with successful dealers.
El Draco Cigar Mfg. Co., Phila.

Ernest Ellinger & Co. have issued an announcement of their removal, on April 20, from 161 Water street to 87-89 Pine street.

A. H. Reeder, of The Miami Valley Leaf Tobacco Co., Dayton, O., and president of the Krohn Tobacco Co., at Windsor, Conn., has been in this city lately. He left today for Dayton, intending to stop off at Philadelphia and Lancaster.

Emil Wedeles, of Wedeles Bros., Chicago, sailed from New York, last week, in company with his wife, for Europe.

The A. Hussey Leaf Tobacco Co. has just mailed to their trade a special notice calling attention to an exceptional line of Connecticut Havana seed binders, and offers to sell in any quantity desired.

A compromise settlement has been made by Samuel Diamond, cigar manufacturer at 183 E. 107th street, at 25 cents on the dollar. A petition in bankruptcy had been filed against him last fall. Liabilities were about $18,000.

Several important changes will take place in the retail trade about May 1. Robert E. Lane will remove from No. 6 Wall street, so long occupied by him, to No. 16 Wall street. Godfrey S. Mahn will remove from Broadway to 6 Wall street, soon to be vacated by Mr. Lane.

A new cigar stand has been installed in the Lord's Court Building at 49 Exchange Place, which is under the management of the Eaton Cigar Co., who recently came here from Syracuse, N. Y.

J. J. Smith has purchased the store at 108 Fulton street.

The Petite Cigar Manufacturing Co. is taking up new quarters at 227 Pearl street, where a larger floor space than they now have will be at their command.

The United Cigar Stores Co. has been obliged to vacate the store at Nassau and Liberty streets, where the Schulte Chain secured a lease over the heads of the United Co.

STRIPPED FILLER OFFER.

One of the pioneer houses importing Havana tobacco, stripped and ready for use in factories, is Hamberger Bros. & Co., at 228 Pearl street, New York, who also maintain an extensive stripping department at 137 Gervasio street, Havana, Cuba.

The rapid strides made by this house is proof of the growing demand from manufacturers for stripped Havana tobacco. In a special announcement appearing in the advertising columns of the Tobacco World, the firm say they can furnish stripped Remedios and stripped Vueltas for clear Havana and seed and Havana cigars, or that particular lot of Havana tobacco may be selected from sample bales in the firm's warehouse in New York, and the tobacco will be stripped by the firm in their Havana stripping rooms. This method has and is no doubt saving some manufacturers much trouble in their own

A. COHN & CO.

IMPORTERS OF

Havana and Sumatra

PACKERS OF

Seed Leaf Tobacco

and

Growers of Georgia Sumatra

142 Water Street, New York

EDEN CIGAR FACTORY

BANCES & LOPEZ
HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders for Cigars made strictly of very best Vuelta Abajo Tobacco

ENOS SMITH · EDMUND H. SMITH

Hinsdale Smith & Co.

Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF Tobacco

125 Maiden Lane
NEW YORK

ESTABLISHED 1840 · CABLE: "NARGIL"

manufacturing establishments by doing away with the annoyances incidental to the usual stripping process and its consequent help question, which has become a serious matter in many localities.

Constitution Seed & Havana Cigars are the Best that can be made. Do you sell them?

PHILADELPHIA TOBACCO TRADE.

(Continued from page 12)

Portuondo Cigar Mfg. Co., where a complete revival of trade has been experienced.

Wm. P. Bushell, representing the Jose Lovera Co., of Tampa, was making the rounds of the trade. Mr. Bushell makes this city regular visits, and has built up a very desirable trade on the Lovera products.

There seems to be now some prospect that B. Greenwald, manufacturer and dealer at 141 Market street, may succeed in effecting a settlement with his creditors and have the bankruptcy proceedings set aside.

Morris D. Neumann & Co. are experiencing a lively demand for White Knight cigars, and the factory is working to its full capacity.

There is a strong local sentiment in favor of the clear Havana lines of the La Hilda Cigar Factory, and President Godknecht is kept steadily busy in looking after the growing office business and the requirements of the salesmen.

HUNTER BEST FOR A NICKEL is all to the front; made by EL DRACO CIGAR MFG. CO., Philada.

SPECIAL NOTICES.

(12½ cents per line, 8 point measure)

To Manufacturers of Cigars:

If you have any

Cuttings, Scraps or Siftings

to sell, write us.

We are at all times in the market as Cash Buyers of all these products.

EDWIN L. KOPPELMAN CO.
7-6-1h · 81 Pine St., New York.

FOR SALE.—On account of other interests, manufacturer will sell his Stogie Manufacturing Business of $30,000 to $40,000 per year; established 20 years. Equipment, trade marks, labels, etc., offered in their entirety, or present proprietor will take entire output, and continue to market the goods. A good chance for an energetic business man. Address Success, care of The Tobacco World, Philadelphia. 4-17tf

MUST BE SOLD AT ONCE.—Cigar manufacturing business for sale. Established 22 years. A good trade, without any salesmen, of 10 M. cigars per day. Must be sold; am unwell. Good reasons for selling. Address Box 19, care Tobacco World, Phila. 4-10h

CAN make up good cigar line for jobbing house. If necessary, jobber can furnish his own leaf. Highest references. Address N. Y. Manufacturer, Box 20, care of Tobacco World, Phila. 4-10r

WE PURCHASE Cigar Molds—undesirable shapes—such as No. 16,261, No. 8,832, No. 8,569. Write us, stating what you have and the quantity. Winget Mfg. Co., York, Pa. 12-12tf

FOR SALE.—36 Bunching Machines, 64 Cigar Tables, also 2 Stripping Machines. Will consider a fair offer. Address Box 21, care of The Tobacco World, Phila. 4-3tf

REGISTER YOUR TRADE MARKS with The Tobacco World, Philada.

JOSH BILLINGS

5c. Cigar

"There hain't none better than the best."
—JOSH BILLINGS.

This Is the Best.

A cigar of merit with a push behind it.

The Best Little Cigars ever offered the American public.

Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship. Finest package.

I. LEWIS & CO.

Makers,

Established 1870. Newark, N. J.

Z. JOHN NORRIS,

Manager of the Philadelphia Office,

111 Market St.

The Miami Valley Leaf Tobacco Co.
ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN
Packers of Cigar Leaf Tobacco
1903-4-5 Zimmer Spanish, 1905 Gebhardt, 1905 Dutch, 1905 Connecticut, etc.

FARNHAM & REYNOLDS
Home Office: ADDISON, N. Y.
Packers of Finest Big Flats and Onondaga Cigar Leaf Tobacco
Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn.
CONNECTICUT HAVANA SEED

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

Established 1890
Emory Martin

E. S. SECHRIST
Dallastown, Pa.
Manufacturer of
Fine and Common
CIGARS
Capacity, Twenty Thousand per Day

Cuban Licorice Casing Wine
Is no longer an experiment, and your trade will be affected unless you fall in line and use this
HELP TO MODERN CIGAR MAKING.
Acme Extract and Chemical Works
E. G. ECKERT, Proprietor. Hanover, Pa.

PHILADELPHIA LEAF MARKET

The leaf market has been rather more animated during the past week, than for some time previous, although yet far from satisfactory. Several medium to small sized lots of Pennsylvania and Ohio tobacco were sold in this market, and fairly good business is reported by the jobbing leaf houses, in seed leaf tobaccos. The volume of business done, although not so heavy, is satisfactory to the leaf dealers because there has not yet occurred any material change in prices, and they are not feeling alarmed, because their stocks have been pretty well depleted. There is certainly not a lack of inquiry for goods, but the prices at which the goods are offered do not seem to bring in orders very promptly, and the major portion of the business secured is the result of salesmen's work on the road. Hand to mouth purchases are persistently indulged in, even by manufactuers who are known to be heavy buyers at certain times, but the thoroughly imbued idea that a change in prices must occur sooner or later seems to control them in buying just what they must have and no more at present.

The Sumatra market is fairly steady and a moderately good volume of business is reported for the week. Old goods have been most called for, but prices have not changed any.

The Havana market also remains normal, and without change of any kind.

RAIN, HAIL AND SNOW STORMS

Have a Depressing Effect on the Retail Trade in Boston.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., April 15.

The retail trade found business rather dull during the past week. This was due to numerous rain, hail and snow storms which put our streets in a bad condition.

The wholesalers are busy and all are eagerly placing new brands of cigars with their respective trade.

The large local manufacturers are not doing the usual spring advertising this year. R. G. Sullivan, maker of the popular 7-20-4 cigar, has just come out with a new nickel cigar, on which much money will be spent in placing it on a good footing.

A few of the United stores offered their patrons Saturday, with every 50 cent purchase, a package of fine playing cards, bearing their shield advertisement. S. Simons, who was the general manager of the United stores here, has been transferred to Scranton, Pa., to fill a similar position there, and a Mr. Smith from Pittsburg, Pa., now has charge of the Boston stores.

Many of the cigar stores have received a free supply of sample 1 ounce packages of the trust's Union Leader cut plug, and are giving same away with every 5 cent purchase.

Many of our retailers are putting in new silent salesman show cases, to beautify their stores and keep their cigars in a better condition.

The National Cigar Stands Co. has been using some of our local newspaper columns to advertise their products and they dwell on the point that their show cases are always perfect and the cigars in them are always in a proper and saleable condition.

J. Woolfson, representing I. Lewis & Co., Newark, N. J., was here this week on his first trip to the Hub. He managed to find his way through our streets like an old timer, and did a nice, satisfactory business in his week's stay.

E. F. Klein, of New York, the Eastern representative of the American Playing Card Co., Kalamazoo, Mich., booked some large sized orders from the wholesale trade this week.

Baker Bros. have a salesman out selling the Rio Hondo, a Havana cigar from the factory of the Geo. B. Miller Co., New York.

C. Herbert, with Durlach Bros., the Porto Rican cigar house, is here on his regular trip. The new El Dubeo is put up in a handsome package.

A. Frye, of Frye Bros., Salem, Mass., was a buyer here on Friday, and he made some large purchases.

R. Gangemi, of Gangemi & Co., New York, makers of clear Havana cigars, spent several days here. He received a nice order from the Adams House pharmacy.

The Markell Drug Co., Scollay Square, is making a hit with their Beaumont and Lady Rosedale, the first a clear Havana four for a quarter cigar, and the last three for twenty-five cents seed and Havana, both from the factory of Deutsch Bros., New York. The new El Speedo clear Havana 5 cent cigar of Gans Bros., New York, is also a good seller with them.

Rosenthal Bros. have just taken on the Josh Billings and John Hancock cigars made by I. Lewis & Co., of Newark, N. J.

Wm. Rodman, a prominent cigarist of Chelsea, has just added to his store two nice modern show cases.

Maurice Kaufman, of Kaufman Bros. & Bondy, and S. M. Frank, of Frank & Co., New York, are both here showing their line of meerschaum and briar pipes.

J. Pearlstein, with the American Cigar Co., is placing the new 3 for 5 cent cigar, Old Glory, with much success.

Ed. Leader is now selling the Grand Council short smokes for Richard Bond & Co., of Baltimore.

Dill's tobacco is scarce again. Many jobbers have been out of same this week and were unable to get supplies, owing to the factory being rushed with orders.

Many retailers are taking advantage of the 50 cents rebate on the new drug shipment the tobacco trust is offering.

The extra large size Menashi cigarettes, made by the Menashi-Khoury Co., are selling nicely.

A. Chertoff, the Cross street Turkish cigarette manufacturer, has just returned from a successful trip taking in Fitchburg, Lowell and Lawrence, Mass.

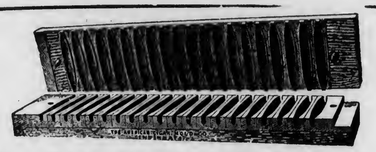
Gans Bros.' William the Fourth clear Havana is continually being placed with new trade. With the old trade this brand is always duplicating orders, and the new shape, Perfectos Extra, 15 cts. or 2 for a quarter, looks like a winner.

Ben Ali.

CIGAR RIBBONS
Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain
Largest Assortment of Plain and Fancy Ribbons
Write for Sample Card and Price List to Department W
WM. WICKE RIBBON CO.
36 East Twenty-Second St., NEW YORK

MARCUS JASKULEK
Packer and Dealer in
Leaf Tobacco
Nos. 812, 814, 816 East Third Street
Dayton, Ohio.

Joe Endress, Jr. — A. C. Kercher
Pioneer Leaf Tobacco Co.
Germantown, Ohio
Packers of CIGAR LEAF TOBACCO



SAVE AGENT'S COMMISSION
Why should the Cigar Manufacturer pay Agent's Commission? We furnish All Shapes of the Best Grade Cigar Mold, direct to Manufacturer and will duplicate exactly any shape you are now using.
Send for our Catalogue of 1,500 Shapes
The American Cigar Mold Co., Cincinnati, O.

Wisdom on the Label
Wisdom in the Cigar
A 5c. Smoke that is so Good It is Bound to Repeat
Ohmit & Kraft
East Prospect
Pa.

SIGNS!
Designers, Printers, and Lithographers of CLOTH, ROPE FIBER and CARDBOARD SIGNS, AND PAPER POSTERS.
In Weatherproof Colors
We have Something New In FOLDED EDGE SIGNS.
UNION LABEL on Work When Desired
We Furnish QUALITY AND SERVICE
Write for Prices and Samples
THE MASSILLON SIGN & POSTER CO.
MASSILLON, OHIO.

W. H. SNYDER & CO.
Windsor, Pa.

Manufacturers of Popular Brands of
Fine and Medium Priced Cigars
Correspondence with Wholesale and Jobbing Trade only invited.
Particulars cheerfully given to responsible inquirers.
Our Leaders Include:
Honeysuckle, Rose Show,
Jumbo, Libby Dear,
Verelda, Charles Fay,
Carisima, Gov. Pattison,
Model American, and Others.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

W. W. STEWART & SON

Reading, Pa.

Makers of the

JOHN HAY
LADY HELEN
10c.
JOHN HAY, Jr.
ELI PERKINS
5c.

High Grade Seed and Havana Cigars

Correspondence with Responsible Houses Solicited

L. J. SMITH & CO.

Wholesale
Cigar Manufacturers
and Dealers in Leaf Tobacco

Red Lion, Pa.

With Specially Designed Bands.

and PAN ANNA
5c. Cigars
TWO HAVANAS
Two for Five Cents

Correspondence with Responsible Houses solicited.

Private Brands made to order.

J. F. REICHARD

Wholesale Dealer in

LEAF TOBACCO

of All Grades

Craley, Penna.

SMITH BROS.

Brokers in Domestic and Imported LEAF TOBACCO

No. 17 Charter Street, Dayton, O.

Ohio Goods Our Specialty

LETTER FROM LANCASTER

(Concluded from page 11)

as he is a resident of Lancaster, and finds his daily toil within a square of the location of the stand, above all others should have known, if he was really a newspaper man, which he professes to be. The fact remains, however, that there is still another National Stand in a drug store on North Duke street.

The Pilferer will please copy our news item concerning the sale of the leaf business of W. R. Cooper to Milton H. Ranck, because if he don't copy it, he would never get it in any other way. Street cars in Lancaster cost money, just as anywhere else. Walking here, however, is good, but it is tiresome. Then again, some people are born tired, and newspaper men in particular seem subject to the malady, and some would rather swipe the news from some other fellow than to hustle for it. It is less tiresome.

H. Frank Eshleman, attorney for D. C. Frey, has entered a suit in Common Pleas Court against L. P. Kimmig & Co., to recover $530. The plaintiff avers that he sold his tobacco crop to the defendants, who repudiated the contract. He then re-sold the tobacco at a loss represented by the above sum, which he sues to recover.

Charles H. Troast, of 15 East Lemon street, died on Sunday, after an operation for appendicitis, in his twenty-fifth year. He was a son of H. B. Troast, the tobacco inspector. Deceased was a salesman for the Spaulding & Herrich Tobacco Company, Chicago, and was at one time a salesman in M. T. Garvin & Co.'s dry goods store, this city.

Fire this morning completely destroyed the cigar box factory belonging to Ezra Leaman, and situated between Leaman Place and Paradise. Until today cigar boxes had been manufactured there, but this morning the manufacture of cigars was to be commenced. The hands were beginning to arrive about 7 o'clock, when the roof was discovered to be on fire. The factory was a two story frame building, and the loss is placed at $300.

FROM THE CAPITAL OF OLD BERKS.

Leaf Dealers Satisfied, and Cigar Men are as Busy as Others in the State.

Reading, Pa., April 15.

The leaf dealers of this city are all reporting a pretty satisfactory business. Hildebrand & Adler, on Franklin street, had a very fair business during March, and April so far promises to be even better. Henry Rindskopf, at Fifth and Washington streets, is well satisfied with the way business is going lately, because in volume it has shown a steady increase.

Cigars manufacturers here, from all reports, are about as busy as anywhere in the State, although a couple of weeks ago it was a trifle dull at some of the nearby places, such as Newmanstown, etc., where hands were being temporarily laid off. Trade has improved again since then.

John U. Fehr & Son have completed their packing of the 1906 crops which have been so far purchased, both of Pennsylvania and Connecticut tobacco.

Lape & Leitner, who commenced cigar manufacturing at Sheridan a short time ago, are apparently getting under way nicely, and are now actively preparing to put several new brands on the market at an early date.

J. E. Laub, of Kutztown, will soon open a cigar factory on Main street in that place.

John G. Root, of Reamstown, has opened an additional cigar factory at Hahnstown, a few miles away, in order to accommodate the demand for certain classes of his goods.

The Penn Cigar Company, of this city, has completed an addition to its cigar factory, of 20 by 40 feet and four stories high. Their business has been growing nicely for the past year or two, and the increased facilities were greatly needed.

TRADE JOTTINGS IN MILWAUKEE

Milwaukee, Wis., April 13.

Drees & Hastrich have opened a new cigar store at the corner of Mitchell and Clinton streets, in connection with which they have installed a pool and billiard outfit. This is at a prominent transfer point, and the new firm should be in line for a very fine transient trade.

A failure which came as a considerable surprise to the local trade was that of John Hearth, the well known cigar manufacturer of Green Bay. Mr. Hearth filed a voluntary petition in bankruptcy a few days ago, scheduling his debts at $5,621.50 and assets at $4,825. Among the assets is his homestead, valued at $2,700, which is claimed as exempt. Chicago and Milwaukee houses are the principal creditors. Mr. Hearth is very favorably known in this city. He started in business some twenty-three years ago.

The Boston Store, one of the leading department stores of the city, recently stole a march on the National Cigar Stands Co., by making a bold display of its goods, though not one of its members. In some manner they have secured a big lot of the National's five cent leader, Black and White, and are selling them as a special at three for ten on a certain date. Following this they made it a seven-for a-quarter proposition.

Rutherford Clear Havana Cigars
are sold by successful dealers.
There is a Reason.

J. B. MILLEYSACK

Manufacturer of

Fine Havana Hand-Made **CIGARS**

No. 821 Lake Street

LANCASTER, PA.

Correspondence with the Jobbing Trade solicited.

Geo. W. Conway

DALLASTOWN, PA.

Manufacturer of

Nickel & Medium Price

CIGARS

For Wholesale and Jobbing Trade

ESTABLISHED 1889 INCORPORATED 1902

A. B. HESS CIGAR CO.

SUCCESSORS TO

J. E. Sherts & Co.

LANCASTER, PA.

Manufacturers of

High Grade Seed and Havana

Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

E. RENNINGER

Established 1889

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

The Gilt Edge Cigar Box Factory

CIGAR BOXES
SHIPPING CASES
LABELS
EDGINGS
RIBBONS

J. FRANK BOWMAN

Cigar Manufacturers' SUPPLIES

of All Kinds

51 Market Street

LANCASTER, PA.

Daily Capacity: Five Thousand Boxes

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE

Is specially adapted to give that Peculiar Sourish Effect desired. **Chaskel's Flavors** the **Cheapest** in the market, considering **what they do.**

A Card Will Bring More Information and Prices.

Chaskel Chemical Works

265 West Broadway, New York

W. H. RAAB & SONS

LA CUBANA CIGAR FACTORY No. 463 ESTABLISHED 1871

MANUFACTURERS OF

High Grade Cigars.

CAPACITY 75,000 PER DAY

DALLASTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day

5c. Brand

Is Strictly Union Made

Ideal Cigar Co.

CENTENNIAL, PA.

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue. E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street. L. S. SCHOENFELD, Mgr.

H. F. KOHLER
Nashville, Pa.
Maker of HIGH GRADE, HAND MADE
Seed and Havana and Fine Nickel **Cigars**
For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited

O. L. SCHWENCKE LITHOGRAPHIC CO
CLARENDON ROAD & E. 37TH ST. BROOKLYN, N.Y.
FINE CIGAR LABELS
BANDS & EDGINGS
PRIVATE BRANDS OF ORIGINAL DESIGN
CHICAGO BRANCHES SAN FRANCISCO 1ST BRANCH IN ST

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

Trade-Mark Register.

ADAM SWELL. 15,339
For cigars. Registered March 26, 1907, at 9 a. m., by Central Litho. Co., Cleveland, O.,

YE OLD PENN. 15,340
For cigars. Registered March 27, 1907, at 9 a. m., by S. O. Gerhart, Philadelphia, Pa.

DRUMMER'S FAVORITE. 15,341
For cigars. Registered March 28, 1907, at 9 a. m., by Star Cigar Co., Hellam, Pa.

COLMAR. 15,342
For cigars. Registered March 28, 1907, at 9 a. m., by Benjamin Hartley, Colmar, Pa.

CUBELLA. 15,343
For cigars. Registered April 5, 1907, at 9 a. m., by Lape & Leitner, Sheridan, Pa.

PAR STOCK. 15,344
For cigars. Registered April 5, 1907, at 9 a. m., by Central Litho. Co., Cleveland, O.

MAGNUS. 15,345
For cigars. Registered April 5, 1907 at 9 a. m., by central Litho. Co., Cleveland, O.

OUR PHIL. 15,346
For cigars. Registered April 5, 1907, at 9 a. m., by Central Litho. Co., Cleveland, O.

ROYAL CORPORAL. 15,347
For cigars. Registered April 5, 1907, at 9 a. m., by Central Litho. Co., Cleveland, O.

LITTLE EMPEROR. 15,348
For cigars. Registered April 5, 1907, at 9 a. m., by Central Litho. Co., Cleveland, O.

OLIVER HAZARD PERRY. 15,349.
For cigars. Registered April 5, 1907, at 9 a. m., by Central Litho. Co., Cleveland, O.

DON CÆSAR 15,350
For cigars. Registered April 5, 1907, at 9 a. m., by Central Litho. Co., Cleveland, O.

JOHN GRAHAM OF CLAVERHOUSE 15,351
For cigars. Registered April 6, 1907, at 9 a. m., by Central Litho. Co., Cleveland, O.

RYNORA. 15,352
For cigars. Registered April 8, 1907, at 9 a. m., by Aussprung Bros., Philadelphia, Pa.

REGLANA. 15,353
For cigars. Registered April 8, 1907, at 9 a. m., by Aussprung Bros., Philadelphia, Pa.

THE ROOSEVELT. 15,354
For cigars. Registered April 9, 1907, at 9 a. m., by The 44 Cigar Co., Philadelphia, Pa.

CLUB SMOKER. 15,355
For cigars. Registered April 9, 1907, at 9 a. m., by Lape & Leitner, Sheridan, Pa.

REJECTED.

High Ball, Adam Fine, Pearl of Key West, City Belle, Veribest, Traveler's Choice, Robert Peary, Mr. Dooley, Murat, Marshall Ney, El Palma, Mount Vernon, Dumont, Iron Master, Pretoria, Chas. Carroll, Louis Pasteur, Sir Thomas, Lord Byron, Count Tolstoy, Thomas Lipton, Charlemange, Base Hit, Bingle, Thomas Lynch, Jr., General Wilson, General Joe, Graham Bell, Plums, Renala, Eleanor, Elenor, Eleana and Eleno.

AMERICAN RESUMES IN LOUISVILLE

Louisville, Ky., April 11.

The American Tobacco Company has again got back on the local tobacco market, after an absence of over a month, and is now buying freely of Burley leaf of all grades. No explanation of the withdrawal of the trust for so long a time has been given, but I. P. Barnard this morning said that all the warehouses were well pleased with the sales which were being made to the big company. It is believed that the depression in Wall street caused the trust to delay buying until later.

—L. J. Colson, of Manketo, Minn., is making extensive improvements in his cigar factory, and will soon admit his brother, Charles Colson, to an interest in the business.

A. HUSSEY LEAF TOBACCO CO

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA

NEW YORK
CHICAGO
ST. LOUIS

Telephone Call, 432—B
Office and Warehouse:
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLY & CO.
Growers and Packers of
Fine Cigar Leaf Tobacco
Fine B's and Tops Our Specialty
Critical Buyers always find it a pleasure to look over our Samples
Samples cheerfully submitted upon request
P. O. Box 96

J. K. LEAMAN
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
LANCASTER, PA.
United 'Phones

J. W. BRENNEMAN
Packer and Dealer in
Leaf Tobacco
Packing House, Millersville, Pa.
Office and Salesrooms,
110 and 112 West Walnut St.
LANCASTER, PA. United Phones

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

W. R. COOPER & CO.
Packers of
Penna. Broad Leaf
Dealers in All Grades of
Domestic Cigar Leaf Tobacoos
201 & 203 N. Duke Street
LANCASTER, PA.

H. H. MILLER
Light Connecticut Wrappers and Seconds
Fine Georgia and Florida Sumatra
IMPORTED SUMATRA AND HAVANA
AND MUCH
Fine Binder and Filler Stock
327 and 329 North Queen Street
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS and DEALERS in **Leaf Tobacco**
142 North Market Street
LANCASTER, PA.

The York Tobacco Co.
Packers and Jobbers in All Grades of
LEAF TOBACCO
Office and Warehouse, 15 East Clark Avenue
Manufacturers of Cigar Scrap Tobacco
York, Pa.

W. B. HOSTETTER & CO.
Packers and Dealers in
Leaf Tobacco
Rear of 144 West Market Street, on Mason Avenue,
York, Penna.
We Make SCRAP FILLER for Cigar Manufacturers.

N. D. ALEXANDER, Packer of and Dealer in **LEAF TOBACCO**
Jobber in Sumatra, Florida Sumatra and Havana
Lemon and Arch Sts. Lancaster, Pa.

and THREE CUBANS

MANUFACTURED BY

Central Cigar Company

LEWIS SMITH, Proprietor

Forbes and Marion Streets, **Pittsburg, Pa.**

Wholesale and Jobbing Trade solicited.

UNION MADE — SOLD ON ITS MERITS

TOM BAINES

Nickel Goods.

Strictly a First Class Article—Equal to Any Union or Non-Union Cigar on the Market—Probably Better, You to Judge—and Prices No Higher than Others.

H. G. Burky, Maker, Reading, Pa.

Factory 1898. First District Penna.

UNION MADE — BLUE LABEL USED

Established 1895 — Telephone Connection

T. L. ADAIR

Manufacturer of

Fine Cigars

Red Lion, Pa.

Special Lines for the Jobbing Trade

H. G. BARNHART

Cigar Manufacturer

Springvale, Pa.

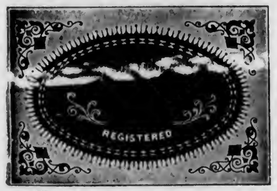
One of Our Leading Brands:

Cuban Duchess

Only High Grade Tobacco Used

Cigars always duplicate

All Jobbers Who Handle Travellers Tips



Say it Always Moves Well

"A Good Five Cent Cigar"

Abbott Cigar Co.

ABBOTTSTOWN, PA.

Keep a Cigar Good Forever

THE AROMA will last as long as the cigar. You won't lose on account of improperly kept goods. **THE WINGET ABSORBING AND MOISTENING PAD** can be applied to any size box for from five to seven cents each. Small stores and consumers don't need expensive humidors; this invention will do the work. Add a few drops of rum or other moisture to the pad occasionally, and the cigars will keep indefinitely in their original condition. Salesmen's samples kept fresh. Territory for sale and agents wanted in all localities. Write us.

Winget Manufacturing Company

YORK, PA.

GROWTH OF THE FRENCH TOBACCO AND MATCH BUSINESS.

Consul-General Robert P. Skinner, of Marseilles, furnishes the following particulars concerning the French Government monopolies of the tobacco and match trade:

The importations of leaf tobacco into Fance have been in tons as follows during the last two years.

	General.		Special*	
From	1906.	1905.	1906.	1905.
U. S.	15,530	18,116	14,863	19,007
Algeria	3,627	1,864	3,403	1,701
Others	13,476	14,111	6,075	9,666
Total	32,633	34 391	24,341	30,374

* Quantities entered for domestic consumption.

The importations entered for domestic consumption are all taken up by the tobacco monopoly, purchases for which are now made almost exclusively by direct agents of the Government. Each April a delegation of State employes visit the tobacco centers of Kentucky and Tennessee and contract directly with American firms. Maryland tobacco is still supplied to the State by contract, the present furnishers being a Bremen firm. It seems probable that eventually all tobacco will be purchased on the spot, as is now the case in Kentucky and Tennessee. The details in regard to this vast enterprise are all controlled by the Directeur General de Manufactures de l'Etat au Ministere des Finances, Paris.

The latest report of this monopoly covers the year 1905. Prices paid in that year for Maryland, Virginia, Kentucky, and other tobaccos averaged $16.58 per 220 pounds (100 kilos). Leaf tobacco from Sumatra, Java, the Levant, Habana, Mexico and Brazil averaged in cost $39.90 per 220 pounds. Leaf tobacco from Hungary and Astrakan cost $16 49 per 220 pounds.

Operations and Profits.

In 1905 the receipts of the French tobacco monopoly amounted to $87,354,181, an increase of $673,724 over those of 1904, and the expenses amounted to $15,705,212, a decrease of $228,708 from those of 1904. The sales to the public were as follows: Cigars, 5,685,147 pounds; cigarettes, 4,968,299 pounds; scaferlati, 62,694,889 pounds; roll and chewing tobacco 2,605,629 pounds, and powdered, 10,357,142 pounds, making a total of 86,329,106 pounds. The average rate of consumption per individual in 1905 was 35.411 ounces, of which 4.232 ounces represented tobacco in powder and 31.179 ounces smoking and chewing tobacco.

The production of domestic tobacco is authorized under supervision in twenty-five Departments, and the results have been as follows:

Year.	Planters.	Land cultivated. Acres.	Crop Pounds
1905	53,750	39,439	61,614,290
1904	53,749	39,024	45,092,160

	Value of crop	Price per 220 Pounds	Yield per hectare.* lbs.	Returns per hectare.*
1905	$4,949,381	$17.76	3,858	$316.1
1904	3,602,017	17.66	2,853	233.9

*(2.417 acres.)

The Match Monopoly.

In 1905 the total receipts of the

RUTHERFORD CLEAR HAVANA LEADER

from the factory of

El Draco Cigar Mfg. Co., Philada.

BRBANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars

JOHN D. LONG

OFFICE: No. 118 Mifflin Street — Manufacturer of **Cigars** — FACTORY: Cor. Maple & Plum Aves.

Lebanon, Penna.

A Specialty of Private Brands. — Telephone Connection — Samples Sent to Responsible Houses.

HERMAN DELLE

York, Penna.

Maker of

Delman 10 and 5c.
Herdel 5c.
Alex. Martin 5c.

UNION MADE

CIGARS

Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

Bear Bros.

Manufacturers of

FINE CIGARS

R. F. D. No. 8, YORK, PA.

A specialty of Private Brands for the Wholesale and Jobbing Trades
Correspondence solicited
Samples on application

Brands: *The* **Bear**, *The* **Cub**, **Essie**, and **Matthew Carey**

C. E. MATTINGLY & CO.

Manufacturers of
High Grade
Union Made

5c. Cigars

FOR THE
Wholesale Trade Only

Union Chief
Supreme Union

McSherrystown, Pa.

El Ono

Union Made

5-Cent Cigars

are as Good as Cigars
Can be Made

Chas. A. Oberly, Maker

LEBANON, PA.

Cigars of Quality Sell and Repeat.

Try

THE DOCTOR

5c. Cigar

WALTER S. BARE,
Lititz, Penna.

Maker of
High Grade Cigars Exclusively.

GEO. W. PARR

Manufacturer of FINE CIGARS

Littlestown, Pa.

MAKER OF

5c. {**THE FERNSIDE**} 5c.

Sold to the Jobbing Trade only
Correspondence invited

W. R. DAUGHERTY & BRO.

Manufacturers of

Fine Domestic Cigars

Dallastown, Pa.

HIGHEST QUALITY
FINEST PACKAGES

Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

R. E. JACOBY

Wholesale Manufacturer of
Strictly Uniform Quality of

High Grade
Seed and Havana

Cigars

Rothsville, Pa.

Correspondence with the Wholesale and Jobbing Trade Invited

Established 1870 — Factory No. 79

S. R. KOCHER

Manufacturer of

Fine Havana Cigars

and Packer of

Leaf Tobacco

WRIGHTSVILLE, PA.

..Any Flavor You Need..

We'll Turn Out in Our Laboratory Under Our Guarantee. We'll Make Your Troubles Ours.

Acme Extract & Chemical Works

E. G. ECKERT, Proprietor. — Hanover, Pa.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Houses

They Smoke It and Come Again

BLEND, QUALITY and WORKMANSHIP to Please the Most Critical Smokers
Manufactured for Jobbing Trade Only
The Toedtman Cigar Co.
Makers of the Highest Grade of 5c. Cigars Exclusively
MIAMISBURG, OHIO.

The American Tobacco Co.
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

Government from the sale of matches amounted to $6,938.157, an increase of $114,212 over those of 1904. The expenses amounted to $1,812,067, an increase of $22 399 over those of the preceding year. Three kinds of matches are manufactured: (1) Ordinary wooden sulphur matches which may be applied to any surface; (2) wooden safety matches, which require a special surface; (3) wax matches. In 1905 the Government sold 39,794,495,740 matches for the sum of $6,846.092.

The average rate of consumption per capita in 1905 amounted to 1,022 matches. In 1905 the personnel employed was composed of 614 men and 1,305 women, whose salaries amounted to $565,149.16. The average daily pay of the employes has advanced steadily year by year. The pay for a ten-hour day in 1890 was 84 cents for men and 43.6 cents for women; in 1900 it was $1 24 and 88.7 cents, respectively, going up further in 1905 to $1.29 and 97 cents.

Leaf Tobacco Markets.

BALDWINSVILLE, N. Y.

The warehouses of the American Cigar Co., Taussig & Co. and J. W. Upson are still open with full forces employed. Cusick & Son, the local representatives of Keiser & Boasberg of Buffalo, expect to finish assorting at their warehouse this week. No sales have been reported during the past week.

Cainville—George Schnure is assorting his tobacco, which he sold for 16 cents.

Lysander—Business, which has been for some time suspended at the Lysander tobacco warerooms, was resumed last Monday morning under the superintendence of Verner Wooster.—Gazette.

CONNECTICUT VALLEY.

The tobacco market is as near to a standstill at the present time as I ever knew it this time of the year, except last year, when every lot not in some assorting shop was sold in this vicinity. As it is now, there are very few lots left in first hands, and what are left, I believe, are all sorted and packed.

Last week Thomas Henderhan sold a small lot of three acres for about 12 cents in the bundle. This lot was of a cheap grade and perhaps the price was equal to the quality of the goods. There is yet some work being done in the sorting shops, but the most of them are closed. At East Whately, Mass., I understand that two weeks would be required to finish what they have on hand, and Mr. Pease has been riding through this part of the country in search of men to work in the shop, for it is difficult to keep men in the shops at this season of the year. Many of them own small farms and desire to be at work upon them. Others are men who work on the farms and on the first of April are obliged to leave the shops and begin farm work. A large amount of fertilizer is being drawn at the present time. All of the leading brands are being brought into this valley.

Our correspondents write:

Bradstreet, Mass.: "Tobacco beds are mostly sown. Belden Bros. report plants with four leaves. Charles W. Marsh also reports plants up in good shape."

North Hatfield, Mass.: "We think well for the Bradstreet farmers to turn their attention to devise ways to get

J. H. LIEFTINCK & ZOON
Sworn Tobacco Brokers
Office and Sample Rooms:
Brakke Grond and Frascati,
AMSTERDAM, HOLLAND.

STOKHUYZEN & BRON
Sworn Tobacco Brokers
Office and Sample Rooms:
Nos. 84—86 (Opposite Frascati),
AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMAN
Sworn Tobacco Brokers
Brokers to the Deli Maatschappy
AMSTERDAM, HOLLAND
Office and Sample Rooms:
87 Rokin & 100 Nes, opposite Frascati

Color and Cancelling Stamps
Lead Seals and Stencils
QUAKER CITY STENCIL and STAMP WORKS
Incorporated
234 Arch St., Philadelphia

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890
Capacity, 20,000 per Day

YOU ARE LOSING MONEY.
? HOW ?
BAD ACCOUNTS.
Charging them off to profit and loss.
Paying Collection Agency Fees.
Paying Membership fees.
"DO-IT-YOURSELF"
The "Do It-Yourself" collection outfit is a system whereby you collect your bad accounts YOURSELF and do it in the same way that it is done by Collection Agencies, only BETTER.
? WHY ?
It is a better system.
It is easier to operate,
It keeps the accounts in YOUR OWN HANDS.
It brings the money to YOU.
It saves Collection Agencies fees.
It saves Membership fees.
It saves getting into the hands of unreliable agencies
Price $1.00 Postpaid
Each outfit contains everything necessary to collect 50 claims.
MONEY REFUNDED If on receipt you are not perfectly satisfied.
ORDER TO-DAY
United States Collection Agency
Suite 19, 163 Randolph Street
Chicago, U. S. A.
Agents Wanted Write for proposition

Constitution Seed and Havana Cigars
Made in the good old way.
EL DRACO CIGAR MFG. CO., PHILA.

Wm. STEINER, SONS & CO.
Lithographers.
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540-550 W. 58TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

LABELS
Cigar Ribbons
Silk, Imitation & Muslinola Ribbon
CORRESPONDENCE SOLICITED
KEYSTONE VARIETY WORKS HANOVER, PA.
ESTABLISHED 1890
GIVE US A TRIAL WE WANT YOUR OPINION
Printed or Stamped in Gold or Silver
BANDS
STOCK CARDS
CORNERS

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

Established 1877 New Factory 1904
H. W. HEFFENER,
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Steam Cigar Box Manufacturer
Howard & Boundary Aves.
YORK, PA.

Weidman Bros. & Moyer
Manufacturers of
Cigar Boxes
Special Attention to GOLD LEAF EMBOSSING HIGH GRADE Work
Factories:
Womelsdorf, Pa., Sinking Spring, Pa.
Established 1891

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST.
IMPORTERS OF PHILADELPHIA

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES, AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1643. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIE
First Quality, Long Filler, Hand Made

JOHN SLATER & CO.
MANUFACTURERS OF
Hand-Made, Long Filler and Mold Stogies

OUR OTHER BRANDS
NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.

Factory: LANCASTER, PA.

Porto Rico Cigar Co.
Red Lion, Pa.
WHOLESALE CIGAR MANUFACTURERS
Major Paul
Lord Selkirk } 5c.
Arrow Point
Tom Lewis—2 for 5c.
Wholesale and Jobbing Trade Only

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
Manufactured Only by
LEONARD WAGNER
Factory No. 2 707 Ohio St., ALLEGHENY, PA

GEO. STEUERNAGLE
THE CELEBRATED

Manufacturer of
Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

HAROLD FRIES
FRIES & BRO.
92 Reade St., NEW YORK
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the . . .
WORLD-RENOWNED
SPANISH BETUNS
Only Non-Evaporating
Cigar and Tobacco Flavors
SWEETENERS, ETC.
Sample Free The Most Popular Flavor since 1855 Please Write for Them
Guaranteed to be the Strongest, Cheapest, and Best

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INTENTIONAL SECOND EXPOSURE

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"AS GOOD AS THE NAME"

E. REGENSBURG & SONS

THE AMERICAN

TRADE MARK. REGISTERED

HAVANA CIGARS

NONE GENUINE UNLESS BEARING THIS BAND WITH OUR TRADE MARK IN COLORS

E. REGENSBURG & SONS THE AMERICAN

BEWARE OF IMITATIONS.

ON SALE EVERYWHERE

Constant Growth

signifies

Constant Merit!

Cigars that hold the confidence of their smokers pay dealers best.

DIAMOND JOE CIGAR FACTORY brands stand pre-eminently in a class of their own.

H. FENDRICH

Evansville, Ind.

WARREN BECK & BRO.

Ten-Cent Brands:
Duke of Westminster
Admiral Gherardi
Gen. Warren
La Responder Marcana
La Cantidad

Cigar Manufacturers

York, Pa.

Michael Hose A. F. Brillhart

Dallas Cigar Co.

Manufacturers of CIGARS & Dealers in LEAF TOBACCO,

Dallastown, Penna.

A. D. KILLHEFFER

Maker of

High Grade Cigars

Communicate with Factory

No Salesmen

MILLERSVILLE, PA.

E. ROSENWALD & BRO.

THE TOBACCO WORLD

Established in 1881. Vol. XXVII., No. 17. | PHILADELPHIA and NEW YORK, APRIL 24, 1907. | One Dollar per Annum. Payable in Advance.

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Philipp J. Kolb & Co.

Importers & Packers OF LEAF TOBACCO

310 Race Street Philadelphia

• CENTRAL UNION •

No other brand of Tobacco has grown so quickly in public favor

Reasons:
Quality Price
Union Label
Friendly Dealers' Aid and
Tobacco Trust's Hostility

United States Tobacco Co.

Richmond, Va.

SUMTRA TOBACCO

New Crop

SUMTRA TOBACCO

Samples gladly submitted on application

2,600 Bales Purchased at the First Four Inscriptions

H. DUYS & CO.

No. 170 Water Street, NEW YORK

De Amsterdamsche Tabakshandelmaatschappij, Amsterdam, Holland

Growers and Packers of

FLORIDA TOBACCOS

Write for Samples

SCHROEDER & ARGUIMBAU

178 Water Street, New York

CHARLES M. GUDKNECHT, President

LA HILDA CIGAR FACTORY

(INCORPORATED)

MANUFACTURERS AND IMPORTERS

231 CHESTNUT STREET

CORRESPONDENCE SOLICITED PHILADELPHIA

Clean as the Food You Eat

Vesper Cigar 5¢

(LORD LANCASTER, 10c.)

Oblinger Bros. & Co.

Manufacturers

615 Market St., Philada.

(NICKELBY, 5c.)

PHILADELPHIA SMOKE VETTERLEIN BROS' SABOROSO PHILADELPHIA CIGARS BOSTON

SUPERIOR Quality and Workmanship

Vicente Portuondo CIGAR MFG CO. PHILADELPHIA Cigars

Factory No. 968, First District Penna.

If You Want to be in HAVANA Smoke CAMELA 5c. CIGARS

Made by HENRY HEYMANN'S SONS

Sinking Spring, Pa.

EISENLOHR'S Cinco Philadelphia CIGARS

WHITE KNIGHT

CHALLENGES COMPARISON

White Knight

5-cent Cigar

Made by

Morris D. Neumann & Co.

PHILADELPHIA, PA.

Factory 1839, First District Penna.

Pathfinder

SOLD UNDER BONA FIDE GUARANTEE

W. K. Gresh & Sons, Makers, Norristown, Pa.

YOU CAN BUY

WEAVER'S ORIGINAL

HAVANA SHORTS

AT

All Jobbing Houses

Parmenter Wax-Lined Coupon Cigar Pockets

Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.

Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.

Racine Paper Goods Co., Racine, Wis., U.S.A.

Sole Owners and Manufacturers.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

KENTUCKY'S REIGN OF ANARCHY.

Mysterious Cavalcades of Masked and Armed Men Burn Warehouses and Destroy Seed Beeds.

A GRAPHIC DESCRIPTION OF ITS CAUSES AND RESULTS.

By Wallace C. Dyer.

A wild fight against the tobacco trust which has degraded to the point of anarchy is sweeping over the great dark tobacco belt of Kentucky and Tennessee.

Millions of dollars worth of tobacco and buildings have been destroyed by the fire fiend. Millions of dollars worth of tobacco in the form of the tender plant still too young for transplanting in the fields have been ruined by marauders and "night riders."

Unchecked the work of destruction goes on. The infuriated farmer claims that he is fighting for his rights, for his wife and children and his home. Hardly a day passes that some farmer does not ride into town to tell of his plant beds being destroyed. Few weeks have passed during the winter just closed without some barn or warehouse loaded to the eaves with tobacco being destroyed by fire or blown up by dynamite.

The belt is in the hands of the "night riders." The members are unknown. Their object is to destroy the man who will not join with them in fighting the trust. It is a reign in many ways similar to that of the Ku Klux Klan which swept the South after the Civil War.

When the fight started the sole object was to control the production of tobacco and maintain an equitable price. Now the whole matter has become complicated until almost every form of business is affected. Many men have been financially ruined. Many others will land in prison if the courts are successful in the prosecutions which are contemplated, but the power of the farmers in this case is so great it is probable the wheels of justice will be clogged and made worthless.

Dates Back Ten Years.

To find the seat of the trouble one must go back as many as ten years, when the rule of the tobacco trust first began to be felt. It has been brewing all this time, and though many profess to see dawn through the war clouds the end is far in the future.

Years ago the farmer produced his crop and marketed it to the buyer who offered the best price. Only in those years when the crop was large were the prices low. The law of supply and demand established the price.

Then came the trust. By combining capital the buyers were controlled, the stemmeries were placed under the rule of the corporation and known either as the American Tobacco Company or the Imperial Company. Counties were divided into districts and the man living in a certain district could not sell his crop to a buyer who dealt with farmers in another section. The independent buyers were few and they were not offering prices greatly in excess of that established by the trust.

Plan To Fight Trust.

The plan was to pool all the tobacco in the district. It was the intention to have every farmer identify himself with the organization and to make the Dark Tobacco Association the sole agent for the entire district. All the tobacco was to be placed in warehouses owned and controlled by the association and there put through the various courses necessary to prepare it for the market.

The effort to form a trust of the farmers might have been successful had every tobacco producer identified himself with the organization. But every producer of the weed did not do that and the trouble started. Right here is where the first step toward anarchy was taken.

First Step Toward Anarchy.

In every county there were men who refused to sign the association pledge. In some counties the percentage of men who enlisted with the organization was large, in others it was small. Farmers are always slow to embrace a new movement and the leaders could not break down the opposition as easily as they at first thought they could. And in their efforts they had to fight the agents of the trust, who were always busy sowing seeds of discontent and pointing out the flaws in the plan.

Despite the activity of the association organizer and the fluent talk of the politicians there were many who did not join the association. They laughed at the man whose crop was idle in the association stemmery. They collected eight and ten cents for their tobacco and prospered. The man who had made it possible for them to collect this equitable price for their crops suffered.

Naturally the association man became angry. His wife and children were suffering for the necessities of life. He went to the association meeting and heard the leaders speak. The association leaders forgot that their hearers were not highly educated and in their talks used strange figures of speech. The politician orator worked himself into a frenzy decrying the trust.

Excited by Speeches.

Excited by these speeches the farmer went back home. He had heard men shout out in their speeches "give them hell here and we will make the congressmen give them hell in Washington." He had heard men talk about Rome being destroyed by the hungry mobs. He had been told that he was being crushed by the giant money power. He looked at his wretched home, thought of his tobacco lying idle in the association warehouse and again heard the speech makers' words ringing in his ears. Little wonder that he grew frenzied, forgot all about law and order, and decided that the time to fight, to burn and pillage had come.

From Words to Deeds.

With the tobacco grower in this state of mind it was not hard to organize the "night riders". The man who conceived the idea must have been a born leader and an organizer. His work has been so thorough and complete in every detail that though the "night rider" has been abroad in almost every county in the district not one has been convicted and less than a dozen have been indicted.

The "night riders" first appeared in the fall of 1905 in Robinson and Montgomery counties in Tenn., Springfield and Clarksville being the county seats. Here warehouses containing tobacco owned by the trusts were burned. Thousands of dollars in loss was occasioned by this incendiary work.

Plan to Ruin Plants.

This spring the "night riders" have adopted a new form of destruction. The tobacco plant appears first in a bed which is made on the side of a hill genreally where the soil is virgin. A canvass is stretched over the bed and the plant is carefully watched and nursed until it is large and strong enough to be transplanted to the field, where the ground has been carefully worked and prepared for its reception.

As soon as the plant beds were made the night riders became active. The independent farmer, on going to look at his plants would find grass seed growing luxuriantly there and the tobacco plant dead and ruined. Others found that the bed had been strewn with salt and the plants killed. Others found that horses had been ridden through the beds or the canvas tops set on fire and the plants burned to death.

Convictions Improbable.

Three men have been indicted as being connection with the Princeton mob of 200. It is almost a foregone conclusion that they will never be convicted because of the lack of direct evidence and the the probability that a "night rider" will worm his way into the jury box. The cases may be transferred to another county but the "night riders" are in the other counties as well as that of which Princeton is the county seat. Such a condition prevails all over the great district.

In some places the beds of members of the association have been destroyed. This is looked upon as simply retaliation. Thus another serious complication is developed and the end of all the trouble is not yet in sight.

The monetary loss occasioned by the "night riders" of the Kentucky and Tennessee tobacco producing district can hardly be reckoned. Millions of pounds of tobacco have been destroyed.

(Concluded on page 7)

KEYSTONE CIGAR BOX FACTORY, SELLERSVILLE, PA.

THE above illustration portrays the Keystone Cigar Box Company's factory at Sellersville, Pa., now owned and operated by Monroe D. Sellers, who succeeded to the business upon the death of his father, the late L. J. Sellers.

It is one of the oldest cigar box factories in the State, and one of the most progressive. Addition after addition has been made to the original building, until the capacity of the plant has been raised to immense proportions as compared with its original size and facilities. In other words, it has had to be frequently increased in size to meet the requirements of a rapidly growing business.

The plant is located in a district surrounded by a thickly settled cigar manufacturing industry, from which a very large patronage is drawn.

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PHILADELPHIA, PA.

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

SUPERIOR Quality and Workmanship
Vicente Portuondo CIGAR MFG CO. PHILADELPHIA Cigars
Factory No. 968, First District Penna.

YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
All Jobbing Houses

If You Want to be in HAVANA
Smoke CAMELA 5c.
Made by CIGARS
HENRY HEYMANN'S SONS
Sinking Spring, Pa.

Parmenter Wax-Lined Coupon Cigar Pocket
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U.S.A.
Sole Owners and Manufacturers.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

KENTUCKY'S REIGN OF ANARCHY.

Mysterious Cavalcades of Masked and Armed Men Burn Warehouses and Destroy Seed Beeds.

A GRAPHIC DESCRIPTION OF ITS CAUSES AND RESULTS.

By Wallace C. Dyer.

A wild fight against the tobacco trust which has degraded to the point of anarchy is sweeping over the great dark tobacco belt of Kentucky and Tennessee.

Millions of dollars worth of tobacco and buildings have been destroyed by the fire fiend. Millions of dollars worth of tobacco in the form of the tender plant still too young for transplanting in the fields have been ruined by marauders and "night riders."

Unchecked the work of destruction goes on. The infuriated farmer claims that he is fighting for his rights, for his wife and children and his home. Hardly a day passes that some farmer does not ride into town to tell of his plant beds being destroyed. Few weeks have passed during the winter just closed without some barn or warehouse loaded to the eaves with tobacco being destroyed by fire or blown up by dynamite.

The belt is in the hands of the "night riders." The members are unknown. Their object is to destroy the man who will not join with them in fighting the trust. It is a reign in many ways similar to that of the Ku Klux Klan which swept the South after the Civil War.

When the fight started the sole object was to control the production of tobacco and maintain an equitable price. Now the whole matter has become complicated until almost every form of business is affected. Many men have been financially ruined. Many others will land in prison if the courts are successful in the prosecutions which are contemplated, but the power of the farmers in this case is so great it is probable the wheels of justice will be clogged and made worthless.

Dates Back Ten Years.

To find the seat of the trouble one must go back as many as ten years, when the rule of the tobacco trust first began to be felt. It has been brewing all this time, and though many profess to see dawn through the war clouds the end is far in the future.

Years ago the farmer produced his crop and marketed it to the buyer who offered the best price. Only in those years when the crop was large were the prices low. The law of supply and demand established the price.

Then came the trust. By combining capital the buyers were controlled, the stemmeries were placed under the rule of the corporation and known either as the American Tobacco Company or the Imperial Company. Counties were divided into districts and the man living in a certain district could not sell his crop to a buyer who dealt with farmers in another section. The independent buyers were few and they were not offering prices greatly in excess of that established by the trust.

Plan To Fight Trust.

The plan was to pool all the tobacco in the district. It was the intention to have every farmer identify himself with the organization and to make the Dark Tobacco Association the sole agent for the entire district. All the tobacco was to be placed in warehouses owned and controlled by the association and there put through the various courses necessary to prepare it for the market.

The effort to form a trust of the farmers might have been successful had every tobacco producer identified himself with the organization. But every producer of the weed did not do that and the trouble started. Right here is where the first step toward anarchy was taken.

First Step Toward Anarchy.

In every county there were men who refused to sign the association pledge. In some counties the percentage of men who enlisted with the organization was large, in others it was small. Farmers are always slow to embrace a new movement and the leaders could not break down the opposition as easily as they at first thought they could. And in their efforts they had to fight the agents of the trust, who were always busy sowing seeds of discontent and pointing out the flaws in the plan.

Despite the activity of the association organizer and the fluent talk of the politicians there were many who did not join the association. They laughed at the man whose crop was idle in the association stemmery. They collected eight and ten cents for their tobacco and prospered. The man who had made it possible for them to collect this equitable price for their crops suffered.

Naturally the association man became angry. His wife and children were suffering for the necessities of life. He went to the association meeting and heard the leaders speak. The association leaders forgot that their hearers were not highly educated and in their talks used strange figures of speech. The politician orator worked himself into a frenzy decrying the trust.

Excited by Speeches.

Excited by these speeches the farmer went back home. He had heard men shout out in their speeches "give them hell here and we will make the congressmen give them hell in Washington." He had heard men talk about Rome being destroyed by the hungry mobs. He had been told that he was being crushed by the giant money power. He looked at his wretched home, thought of his tobacco lying idle in the association warehouse and again heard the speech makers' words ringing in his ears. Little wonder that he grew frenzied, forgot all about law and order, and decided that the time to fight, to burn and pillage had come.

From Words to Deeds.

With the tobacco grower in this state of mind it was not hard to organize the "night riders". The man who conceived the idea must have been a born leader and an organizer. His work has been so thorough and complete in every detail that though the "night rider" has been abroad in almost every county in the district not one has been convicted and less than a dozen have been indicted.

The "night riders" first appeared in the fall of 1905 in Robinson and Montgomery counties in Tenn., Springfield and Clarksville being the county seats. Here warehouses containing tobacco owned by the trusts were burned. Thousands of dollars in loss was occasioned by this incendiary work.

Plan to Ruin Plants.

This spring the "night riders" have adopted a new form of destruction. The tobacco plant appears first in a bed which is made on the side of a hill genreally where the soil is virgin. A canvass is stretched over the bed and the plant is carefully watched and nursed until it is large and strong enough to be transplanted to the field, where the ground has been carefully worked and prepared for its reception.

As soon as the plant beds were made the night riders became active. The independent farmer, on going to look at his plants would find grass seed growing luxuriantly there and the tobacco plant dead and ruined. Others found that the bed had been strewn with salt and the plants killed. Others found that horses had been ridden through the beds or the canvas tops set on fire and the plants burned to death.

Convictions Improbable.

Three men have been indicted as being connection with the Princeton mob of 200. It is almost a foregone conclusion that they will never be convicted because of the lack of direct evidence and the the probability that a "night rider" will worm his way into the jury box. The cases may be transferred to another county but the "night riders" are in the other counties as well as that of which Princeton is the county seat. Such a condition prevails all over the great district.

In some places the beds of members of the association have been destroyed. This is looked upon as simply retaliation. Thus another serious complication is developed and the end of all the trouble is not yet in sight.

The monetary loss occasioned by the "night riders" of the Kentucky and Tennessee tobacco producing district can hardly be reckoned. Millions of pounds of tobacco have been destroyed.

(Concluded on page 7)

KEYSTONE CIGAR BOX FACTORY, SELLERSVILLE, PA.

THE above illustration portrays the Keystone Cigar Box Company's factory at Sellersville, Pa., now owned and operated by Monroe D. Sellers, who succeeded to the business upon the death of his father, the late L. J. Sellers.

It is one of the oldest cigar box factories in the State, and one of the most progressive. Addition after addition has been made to the original building, until the capacity of the plant has been raised to immense proportions as compared with its original size and facilities. In other words, it has had to be frequently increased in size to meet the requirements of a rapidly growing business.

The plant is located in a district surrounded by a thickly settled cigar manufacturing industry, from which a very large patronage is drawn.

INTENTIONAL SECOND EXPOSURE

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia

FOUNDED 1855

John T. Dohan — Wm. H. Dohan

FLOR de D&T

DOHAN & TAITT

Importers of Havana and Sumatra

Packers of Leaf Tobacco

107 Arch St. PHILADA.

Established 1825

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

AND PACKERS OF

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

Julius Hirschberg & Bro.

Importers of Havana and Sumatra and Packers of Seed Leaf

Tobacco

125 North Third St., Philada.

L. BAMBERGER & CO.

Packers and Dealers in SEED LEAF

Importers of HAVANA and SUMATRA **TOBACCO**

111 Arch Street, Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N. Y.

H. Dolinsky & Son

Importers and Packers of SEED LEAF HAVANA AND SUMATRA TOBACCO

147 N. Third St, Philadelphia, Pa.

The Empire Leaf Tobacco Co.,

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St., Phila.

K. STRAUS — A. LOEB

K. STRAUS & CO.

IMPORTERS OF

PACKERS OF HAVANA LEAF TOBACCO

301 & 303 North 3rd St.

PHILADELPHIA.

Benj. Labe — Jacob Labe — Sidney Labe

BENJ. LABE & SONS

IMPORTERS OF

Sumatra and Havana

Packers and Dealers in **Leaf Tobacco**

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LEOPOLD LOEB & CO.

Importers of **Sumatra** and **Havana**

and Packers of **Leaf Tobacco**

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and Packer of **LEAF TOBACCO**

238 North Third Street, Phila.

J. S. BATROFF

224 Arch St., Philadelphia

Broker in LEAF TOBACCO

E. A. CÁLVES & Co. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The preceding cut is a fac-simile, in its actual size, of the Precinta, or Warranty Stamp, which is used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that the Cigars, Cigarettes and Cut Tobacco packages which bear these stamps were made in Cuba.

Thus a copy of the Warranty Stamp, attached to any Box of Cigars and Cigarettes, or to any Package of Cut Tobacco, means that those Cigars, Cigarettes and Cut Tobacco have been made in Havana, Cuba, with the Genuine Tobacco Leaf grown on the Island of Cuba.

DON'T FORGET THIS, IMPORTERS, DISTRIBUTORS and RETAILERS.

THE COLORS OF THE PRECINTA:—Black with Pale Blue Ground; fac-simile of the Seal of the Presidency of the Republic, Sky Blue.

NEW UNITED'S STRIPPING PLANT.

Ottawa, O., April 18.

The management of the tobacco stripping factory, located on Collier stree', this ciy, has been endeavoring for some time to secure larger quarters, but as no suitable building was vacant and no local capital could be sufficiently interested to erect such a building, it is understood that the company will go ahead and erect a building on its own account. As is understood, the Ohio Export Supply Company, as the Xenia concern is known, is a branch of the United Cigar Manufacturing Company, which corporation, by reason of its extensiveness, wishes to confine its real estate holdings to as small a space as possible, for convenience sake.

For this reason the company, through its New York agent, W. S. Brill, attempted to lease a building in Xenia rather than erect one of its own.

The tobacco stripping factory has been a splendid thing for Xenia, as it has, since it was established here, given employment to over 125 colored women and girls, which has meant an income of about $500 per week into homes that most need the money.

The tobacco company wants a two-story building, about 50 by 100 feet in dimensions, located near the Pennsylvania railroad.

A proposition was made to several men of the city to erect such a building, the tobacco company guaranteeing a net income of 6 per cent. on the investment, which would be from $7,000 to $8,000. Failing in this, the company has signified its intention of erecting such a building on its own account, and with the aid of Xenia parties, is now looking for a suitable site.

The proposed change would double the capacity of the Xenia factory and 300 people would be given employment instead of 150, which would increase the weekly pay roll to $1,000 or $1,200.

In case the plant is enlarged according to the desired plans the tobacco will be prepared and packed as well as stripped in Xenia. Under the present condition the tobacco is prepared at Miamisburg and shipped to Xenia to be stripped only. Of the various branch stripping houses the best and most satisfactory work is done at the Xenia plant, due to the fact that the most of the employes are colored people who came here from great tobacco growing sections in the South. They were born and raised "in tobacco" so to speak, and are experts when it comes to handling it. This fact together with Xenia's splendid shipping facilities was an important reason for the company's desire for a larger plant.

At present the tobacco handled at the Xenia plant is all shipped here but if the concern is enlarged it is the intention to boom tobacco raising in this county. There is a big profit in tobacco and the only reason it has been neglected in this county in the past is the lack of a local market.

Mr. Brill, who was in the city in the interest of the tobacco company, said that a lecturer would be sent to Xenia to give a lecture on tobacco raising and other moves in the way of special concessions to local growers would be made to start tobacco raising here.

TOBACCO CO. CHANGES NAME.

Hartford, Conn., April 19.

The annual meeting of the Krohn Tobacco Company, of Windsor, was held at the company's plantation last week. As Mr. Krohn, after whom the company took its name, is dead, the stockholders voted to change the company's name to the Reeder & Griffin Company. The company is planning to plant 115 acres of tobacco this year. The meeting declared a dividend of 20 per cent. on its capital of $100,000 on its last year's crop. The following officers were elected:

President, A. H. Reeder, Dayton, O.; Vice President & Manager, F. B. Griffin, Granby; Treasurer, S. M. Krohn, Dayton, O.; Secretary, W. B. Reeder, Dayton, O.

GEO. LINDMUELLER REMOVES.

Cleveland, O., April 19.

Geo. Lindmueller, a well known and popular leaf tobacco dealer of this city, has just removed to new quarters at 1277 West Ninth (Water) street, from 1420 West Ninth street, where he had been located for some time.

RUTHERFORD CLEAR HAVANA CIGARS

Are Popular

Because They Please the Consumer.

A Good Pair to Go On . . .

Two of Our Popular Five Cent Brands. Our Goods are Made of Best Selections, Made Carefully, and Made to Duplicate.

Wolf, Neff & Co.

RED LION, PA.

INCREASE YOUR PROFIT!

Columbia Straight Will Do It.

We bought a large supply of Good Havana and Domestic Tobacco at the right time.——We are located where Good Workmen can be had at Fair Prices.

These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.

Fred Schlaeger & Co., Columbia, Pa.

Samples on application.

THE REALM OF THE RETAILERS

Timely Talks with Enterprising Dealers

The Tobacco Trades Convention Arousing Universal Interest.

The Tobacco Trades Convention to be held at Madison Square Garden September 9 and 10, is a feature that has compelled the attention of the entire trade, and enlisted the interest and support of hundreds of dealers and jobbers throughout the United States. The reason for this is obvious. Jobbers are willing to place themselves in a position where they may map out their own selling policy without dictation, and where they may buy such brands as they feel will best promote their business. Many jobbers are far from occupying such a position at the present time.

To the dealer, the convention has a double importance. There is hardly a dealer in the land who has not felt, or does not now feel, the effects upon his trade of chain-of-stores competition. His anxious query for several years has been, How am I to manage my business and what am I to do to meet this condition, brought about by cheap goods and cut prices? Business must be transacted at a living profit, if at all, and the problem has taxed to the utmost the resources of dealers, large and small.

But this convention is welcomed because it is hoped there to form definite plans that will change these conditions wholely. There the dealer will meet the manufacturer of independent brands and the jobbers who sell them. They then may confer together upon conditions generally, and upon circumstances and environment in individual cases. A systematic plan of co-operation may be agreed upon, whereby a dealer will handle certain independent brands at stated prices, and upon which he will make a known profit.

Given these figures as a nucleus, a dealer can estimate from his knowledge of his own trade, approximately what his income can be made for one year.

The time has come when the dealer must do something for himself if he expects to remain in business. He has been subjected to every opposition by a monopoly satisfied with nothing less than all. If he has protested, it has been in vain. He could not cope with the conditions.

The Tobacco Trades Convention offers the dealer the opportunity to co-operate with his fellows in trade and form an organization upon a systematic basis of procedure, which shall place the independents in an invulnerable position. "In union there is strength." The combined independent tobacco trade working in harmony will be so strong that it need fear nothing from any kind of competition.

The combined wealth of the independent tobacco trade is greater than the wealth of the monopoly. If the independents will co-operate and work together for the benefit of all, the monopolistic bogie man will disappear from the horizon of the independent trade.

It is expected that at this convention each dealer will cite his grievances upon the floor of the convention chamber, and help to devise plans to right them.

Each man must do something for himself. Dealers everywhere should attend this, the first and only concerted movement ever made by the independents to meet dangerous competition.

• • •

A Smoker's Morality.

Among the many accusations that are brought against tobacco is that its use dulls the moral sense and undermines a man's honesty. Here is a true tale that gives the lie to all such aspersions: A sho t time ago George Benther, tobacconist of Rutherford, N. J., received from Seattle, Wash., an anonymous letter containing a remittance of 5 cents, being payment of a debt contracted for a paper of tobacco fifteen years ago. The letter read in part as follows:

"'One cold winter morning, when I hadn't a cent and was almost dying for a chew, I went into your store in New York and asked you to trust me for a paper of tobacco until the next day. You did it, but when the next day came I was many, many miles away from the city, flying toward the West on top of a freight. Financially I am not much better off now than on the night I hopped the freight. I have no kick coming, though, as I know that my condition is the result purely of my roving habits. I am absolutely contented. Yours truly,

"A Grateful Friend."

This also disposes of the charge that tobacco destroys the memory.

• • •

Apply Business Rules.

It is just as important to apply good business rules to the successful conduct of a retail store as it is to any business. The chain of stores idea would be utterly impracticable, if not impossible, were they not governed by a set of rules so carefully drawn and implicitly followed that discrepancies of any nature can be immediately detected and remedied before any material injury can have been done. Make good rules, and follow them out.

Charles Breneiser & Sons' Handsome Store at Reading, Pa.

Reading's Oldest Tobacconist.

This spring Charles Breneiser, of Charles Breneiser & Sons, tobacconists, Seventh and Penn streets, Reading, is celebrating the completion of sixty years in business continuously within a stone-throw of his present location.

Mr. Breneiser, who is one of Reading's veteran business men, has also been one of the most successful merchants the city has produced. Although now in his 80th year, he visits the store daily.

Mr. Breneiser finds many changes since he first opened a store. As a boy but eight years of age he began work stripping tobacco in the cigar factory of the late William Eyrich, on Penn street below Fourth, where he served his apprenticeship. At that time cigars sold at trifling prices, owing to the fact that Havana and Sumatra were not yet used in America and internal revenue taxes had not even been thought of by the Government.

Mr. Breneiser first engaged in business at the location now occupied by E. S. Wenrich's restaurant, at 705 Penn street, and later on the present site of J. Mould & Co.'s department store, but within two years secured his present location and has been there continuously. In his earlier business life he was associated with William Harman, and later George Moyer and Henry D. Breneiser were partners.

When Mr. Breneiser first engaged in business he continued working at his trade as cigarmaker, selling many of the cigars made by himself fresh over the counter to smokers.

Half a century ago the firm engaged in the wholesale trade as well, and today is doing a very large business throughout the State in this department through traveling salesmen. Mr. Breneiser has associated with him his sons, Thomas Breneiser and Charles Breneiser, Jr.

The firm has completed further improvements to the handsome cigar store, a photograph of which has been reproduced for this page.

Above the large cases which line the sides of the store have been placed large French plate glass-chipped mirrors displaying the names of the leading cigar brands handled by the firm: Breneiser—named for Mr. Breneiser, Heidelberg, Philo and American Empire.

The first named cigar has been gotten out in honor of Mr. Breneiser's 60th anniversary, and is a special piece of goods made up in six sizes, making a very attractive package.

E. A. CÁLVES & Co. HAVANA IMPORTERS OF 123 N. THIRD ST. PHILADELPHIA

Gieske & Niemann, Packers & Dealers in Leaf Tobacco
No. 204 South Charles Street
Baltimore, Md.

KENTUCKY'S REIGN OF ANARCHY.

(Continued from page 3)

Thousands of dollars worth of buildings have been burned. The destruction of plant beds alone will represent millions of dollars in loss. Many men who have lived out lives of usefulness in their communities are left penniless in their old age.

As has been said before, the leaders in the Dark Tobacco Planters' Association deny that they sanction the doings of the "night riders." But that the incendiaries are members of the organization can hardly be doubted.

Through the invasion of the American Society of Equity into the dark district many people profess to see the return of the usual reign of law and order. The American has never been strong in the heart of the district, though it does have healthy locals in the counties along the border of the "black belt." It is believed the societies organized recently in disturbed counties will be composed of the at present independent farmers. The two organizations have the same object in view, to control the farm products and their price on the market. It may be that the coming of the new society will gather up the malcontents among the farmers, but there is much room for doubt as to the future outcome.

LA CROSSE FACTORY RETIRES.

La Crosse, Wis., April 19.

After fighting the tobacco trust for two years in a futile endeavor to work up a profitable business in the Northwest, the Western Tobacco Works of this city has formally retired from business.

The company was organized in this city in 1905 for the purpose of manufacturing smoking and chewing tobacco and dealing in leaf tobacco in its varied forms. S. Y. Hyde furnished the larger part of the capital required to start the business. Associated with him were his son, Robert S. Hyde, and P. C. Wiggenhorn. The latter withdrew from the firm within a few months, just about the time the company started on an extensive advertising campaign.

Many thousands of dollars were spent in endeavoring to create a market for Red Feather smoking tobacco and other products of the factory, which was located at 117-119 North Third street. But everywhere the agents of the local firm went they found the trust cutting prices and using methods commonly practiced by it to make it difficult for the independent company to secure business.

After two years of this sort of thing Mr. Hyde came to the conclusion that the business could never be made to pay against such competition as the trust was putting up. The factory was closed down the first of the year. At that time it was announced that a re-organization or sale might be effected. Today it became known in local business circles that the firm had gone out of business. A bookkeeper and a couple of minor employes are still employed at the office of the company closing up its affairs, but little remains to be done.

NEW ORLEANS PLANT ENLARGES.

New Orleans, La., April 18.

The People's Tobacco Company will soon erect a large building where its present one stands. The company has been busy the last few weeks buying property near the present site, so as to carry out the plans.

The enlarged plant will be two-stories in height, and will occupy a site 175 by 125 feet. The structure will be of brick and will be supplied with all all the modern improvements. The result of the imrovement means that 200 more hands will be employed.

Last week the company bought for $18,000 the building 429-431 Julia street.

BLUEGRASS COMPANY RESUMES.

Louisville, Ky., April 19.

Within the next ten days the Bluegrass Tobacco Company, whose plant at Preston and Lampton streets was destroyed by fire recently, will resume business on leased premises. Before this time it is believed by the management that ground will have been broken for the erection of a new plant. These matters were decided at a meeting of the chief stockholders of the company.

All of the raw stock which the company had on hand was made wholly unsalable by the fire, and the plant owned in Lexington by the same concern will be called on to replenish the Louisville supplies. It is believed that by the end of next week at least forty of the fifty men heretofore employes of the company will be given work in their old positions.

ALLENTOWN ITEMS.

Allentown, Pa., April 22.

Arthur A. Barber, who has been in the cigar business at Sellersville, as a salesman for P. Beaston's Sons, removed recently to this city with his wife, and is residing at 1319 Turner street.

A. E. Romig, the cigar dealer in the Young building, is arranging for the remodeling of his place of business in the hallway leading to the elevator. The whole place will be repainted, a lot of novelties in the line of smokers' equipment will be installed, and the place maintained as it has been for years, as the exemplification of the novel and artistic in shop display.

The Star Tobacco Co., formerly located at 87 East Northampton street, Allentown, has been compelled to move to more commodious quarters at 39 South Pennsylvania avenue, as their business has grown to such an extent that their former quarters were entirely too small to meet the demands of their rapidly growing trade.

—Perfectiou Cigar Co., New York, has been incorporated to deal in cigars; capital, $5,000. Incorporators: Jacob Bacharach and Carrie Bacharach, E. A. Hahn and Mary Hahn, all of New York.

Constitution Seed and Havana stands for Quality and Workmanship. Remember that.

Keyno HAVANA SHORTS 2 oz. 5c.

Norristown Tobacco Works
NORRISTOWN, PA.
Manufacturers of
Havana Shorts
Private Brands for Jobbers a Specialty
Samples submitted on application

Box Truck will move your Tobacco Cases Easily and Safely

IT is built for Strength, but is not heavy. Notice the position of the Steel Spurs. It won't "Run Away." . . . Used in Factories and Warehouses
Price: $5.50

Testimonial:—
We have your box trucks in use for years and they have given us entire satisfaction.
J. L. BRENNER & SONS, DAYTON, O.

MANUFACTURED BY
The Wm. F. Kramer Co.
DAYTON, OHIO

GEO. W. BREMER, Jr.

BREMER BROS.

119 N. Third St., PHILADELPHIA

WALTER T. BREMER

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

John U. Fehr Established 1883 Geo. N. Fehr

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Importers and Packers of

Leaf Tobacco

700 Franklin St., 101 to 107 S. 7th St.,

READING, PA.

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia

Long Distance Telephone, Market 3025.

S. Weinberg

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEA

121 North Third Street

PHILADELPHIA

Tobacco

Cable Address, "Heiland, Lancaster" Telephone Service

JOHN F. HEILAND & CO.

COMMISSION MERCHANTS AND DEALERS

Leaf Tobacco

Eastern Agents MaGee Tobacco Case

Representing

George H. Rumrill, Janesville, Wis.;
The Miami Valley Leaf Tobacco Co., Dayton, O.;
The Krohn Tobacco Co., Windsor, Ct.;
Bowaard & Koking, Cincinnati, O.;
F. W. Dohrmann & Son, Cincinnati, O.;
Meiskey & Heiland, Lititz, Pa.

48 E. Chestnut Street

P. O. Box 178

LANCASTER, PA.

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VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

HENRY RINDSKOPF

Packer and Importer of

Sumatra, Havana and Domestic **LEAF TOBACCO**

N. E. Cor. Fifth and Washington Sts.

Reading, Pa.

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630-636 N. Prince St.

Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of **Sumatra and Havana**

Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

No. 240 Arch Street, Philadelphia, Pa.

R.Z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA.

Cable—ROTISTA. NEPTUNO 170--174. Special Partner—GUMERSINDO GARCIA CUERVO.

Tobacco Buyers in Havana Few and Cautious.

Only 378 Bales Sold During the Week.--Differing Views as to the Probable Value of '07 Crop.--Packing May Begin Early in May.

(Special Correspondence of The Tobacco World.)

Havana, Cuba, April 15, 1907.

Little change has to be chronicled in our leaf market, as up to the time of writing I have been unable to learn of any transactions having been made for the American market, and this notwithstanding the fact that several Americans have arrived from the North, and are studying the actual conditions of our market from personal observation.

About three weeks ago one of the owners of a contemporary arrived here upon a visit of recreation, as well as for the purpose of taking some notes with respect to the new crop. About ten days ago a leading article in his journal gave a description of the 1907 crop in most glowing terms. While I do not profess to be infallible and may be wrong in having gathered different people's opinion about this year's growth, I think however, I am entitled to dissent from considering the 1907 crop as a satisfactory one. As far as the clear Havana industry is concerned, a light, mild crop is always preferable, unless it goes to the extreme as it did in 1906 in the Vuelta Abajo district principally, but all manufacturers here, as well as in the United States, who are dedicating their factories to the exclusive production of the so-called clear Havana cigars, abhor heavy fillers as well as wrappers of dark colors, or of too much substance.

I have talked to manufacturers here, to dealers, and also to some intelligent farmers, and their opinion seems to be that perhaps not over 30 per cent. of this year's Vuelta Abajo crop will give us light, so-called "temprano" tobacco, and that at least two-thirds would be of a heavy body, which will need a great deal of time before it will be perfectly cured, as well as considerable toning down through an extra fermentation in the barrel (after the fillers have been stripped) and which the Spaniards here call "dar empalme." It is of course still too early to speak with actual certainty of the new tobacco, because until the same has undergone the last fermentation process in the bales it is impossible to form an exact judgment.

As tobacco growing here has lost much of its primitive character and is treated more scientifically by all the large farmers, it is a well known fact that tobacco grown during a dry season will always be of a heavier nature, and particularly so in places where no artificial irrigation can be resorted to. Now all those farmers who have an irrigation system on their plantations, whether under cheese-cloth or in the open fields, have been able to harvest a fairly good crop, which promises to yield tobacco fine in texture, light in colors and sound in every respect, while the majority of the farmers who have been dependent upon Nature alone to supply the moisture have only obtained a small and unsatisfactory growth. As no statistics are kept here by the Government (as is done in the United States) it is extremly difficult to make comparisons, or to give any exact figures as to the quantity.

Last week a few showers fell, and this has enabled the farmers to take down some of the dried tobacco, make it into bundles and throw same into piles, so by the end of this month, or the beginning of May, quite a number of packers may commence operations. I heard it stated upon good authority that while the Partido section will give good wrappers upon all plantations which have irrigation plants, there will, however, be no fillers to speak of this year.

As far as the Remedios crop is concerned the outlook is worse than ever, and I can only repeat what I wrote previously, that the same will be smaller in quantity than last year and that the quality will be so heavy that it cannot be used in all probability before the year 1909.

There has been quite a good deal of buying going on in the Vuelta Abajo and Partido sections, but nothing has been heard of any operations in the Santa Clara province, as most of our dealers and packers here feel exceedingly timid in touching this kind of leaf. It was reported to me that the trust has been trying to corner the Partido leaf market this year, and while it seems impossible to do so, the exceedingly keen competition has resulted in forcing up prices to a level which has never been reached before. All vegas of light texture in the Vuelta Abajo have likewise been keenly competed for and prices have risen enormously. The outlook for manufacturers is, therefore, to say the least, disheartening. The late plantings may be considered as lost owing to the drought, and no more cutting can be expected this season.

Sales

only comprised 378 bales, which were taken by the small local manufacturers and buckeye shops. They consisted of 300 bales of Maydri and 78 bales of Remedios ("manchados").

Buyers Come and Go.

Arrivals:—Benigno Balbin, of Balbin Bros., Tampa; Leopold Loeb, of the Loeb-Nunez Havana Co., Havana and Philadelphia; Samuel Mendelsohn, of Meyer & Mendelsohn, New York; Michael Friedman and Harry Bacharach, of Bacharach & Friedman, Chicago.

Departure:—Max Maier, for New York.

Havana Cigar Manufacturers

are only moderately active, as the strike in the trust has not yet been called off, although the independent factories have no lack of orders. The city of Matanzas is trying to attract the trust by opening a large branch factory giving employment to 1,000 men, offering extraordinary facilities for this purpose. Negotiations have been commenced, and if they should be

Rutherford Clear Havana Cigars are sold by successful dealers. There is a Reason.

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H. UPMANN & Co.

HAVANA, CUBA.

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In	VUELTA ABAJO	at	PUERTA de GOLPE
"	PARTIDOS	"	SANTIAGO de las VEGAS
"	REMEDIOS	"	SANTA CLARA
"	"	"	QUINTA CAMAJUANI
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Finest Vuelta Abajo Tobacco Exclusively

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

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Independent Cigar Factory

The Oldest Brand

The Best Cigars

Cifuentes, Fernandez y Ca.

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PRADO 123

Cable: ONILEVA

Habana

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Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in Leaf Tobacco

FIGURAS 39-41, Cable: "Cuetara" **HAVANA, CUBA**

BRUNO DIAZ — R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO — HABANA, CUBA

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" — Correspondence Solicited in English

S. Jorge — Y. P. Castaneda

JORGE & P. CASTANEDA

Growers, Packers and Exporters of

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HENRY VONEIFF — F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

PACKERS and EXPORTERS of LEAF TOBACCO

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Branch Houses: 616 W. Baltimore Street, Baltimore, Md. — P. O. Box 433, Tampa, Fla.

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ

J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128 — Cable: "JOMAGARCIA" — HABANA, CUBA

carried to a successful close the striking cigarmakers of the trust may as well resign their positions and look for other jobs, or possibly emigrate to Key West and Tampa. While this project may look well enough on paper, it remains to be seen where the trust will be able to find 1,000 skilled cigarmakers in the city of Matanzas, as the latter has never been known to have had any cigar industry of importance.

The principal independent factories which are working upon good orders are H. Upmann, Partagas, Sol, Por Larranaga and Eden.

Buying, Selling and Other Notes of Interest.

President Leopold Loeb, of the Loeb-Nunez Havana Co., who arrived here this past week, is going to make a thorough visit to all the tobacco growing sections of the island, so as to start escojidas only in those districts where it will pay them to engage in the business this year. He will be accompanied by Gov. Emilio Nunez, who through his long connection with the tobacco business, is invaluable. Helmrich Struckman, of Bremen, is now employed with Loeb-Nunez Havana Co.

Cardenas & Co., who have removed to 126 Amistad street, have bought the building, thus making their location a permanent one.

Sobrs. de Venancio Diaz have bought the building at 72 Monte street, and intend moving there this week, just as soon as they have finished fixing up the different interior arrangements.

Sobrs. de Antero Gonzalez are actively at work in the Vuelta Abajo and Partido sections, accumulating enough tobacco to start up several escojidas there very soon.

To show how the trust is trying to kill off competition of all independent buyers, it was stated to me that in one instance where a house had bought 20,000 matules, which had been closed upon a firm deal, that a buyer of the trust came along and offered to pay $5000 more than the original sum agreed upon. As the farmer was one of the honest kind, and said he would not break his word for a million dollars, he refused to listen to the tempter. However, this case of the farmer is an exception, as I was assured that lots of deals of a similar nature had been broken off when the trust offered better terms.

Don Jesus Rodriguez Bautista has just returned from a very extended trip all over the Vuelta Abajo, accompanied by their well known buyer, ("Pintajorre"), Juan de la Puente, and I hear they have purchased quite a number of the very best vegas.

Sylvester & Stern have commenced receiving their tobacco in bundles and expect to start up their packing in Santiago de las Vegas from the 1st to the 15th of May.

Max Maier, of A. Blumlein & Co., left here, I understand, without buying a single bale of tobacco.

The other American buyers who have come down here are still posting themselves and studying the situation, and as far as I could learn have made no transactions so far.

	Week ending April 13 Bales	Since Jan. 1 Bales
Vuelta Abajo	1,007	3,97
Semi Vuelta	55	252
Partido	57	341
Matanzas	18	159
Remedios & S. Clara	5	4,702
Santiago de Cuba	2	1,709
Total	1,144	11,138

TRADE JOTTINGS IN MILWAUKEE

Milwaukee, Wis., April 20.

M. L. Ohlmstedt, a well driller of Arpin, was recently arrested on a charge preferred by the Oftelie-Stohndahl Land Co., of Plattsville, for stealing cigars, and he was bound over to the Circuit Court.

The Oftelie-Stohndahl Land Co. conducts what is commonly known as a "company store", where they carry large stocks of cigars. During February last the company's place was broken into and 18,000 cigars taken and, as it later developed, the plunder was taken away in a livery rig to Elm Lake, from where it was sent by express to R. A. Williams, Minneapolis. Immediately after the theft suspicion was fixed on M. L. Ohlmstedt and his movements watched. He, together with one R. A. Williams, had taken the train for Minneapolis on the day following the theft, and upon arriving at their destination, they went to the express office to claim the package, which had been addressed to Williams.

Several efforts were then made to dispose of the goods, but they found it a difficult task. Finally, however, they succeeded in convincing John Hart, a hotel proprietor, that they were extensive tobacco growers, and, having considerable stock on hand, decided to have their product made up into cigars, which they were now selling direct, instead of through salesmen. While the story sounded plausible enough for the hotel man to pay these men $90 on account for the cigars, he, nevertheless, did not feel quite at ease, and reported the matter to the police. Questioned by the police, the prepetrators of the robbery admitted enough to warrant their being held till they could be brought back to Plattsville to stand trial.

The trial will come up at the May term of the Circuit Court.

CHANGE OF ROCHESTER COLLECTOR

Washington, D. C., April 19.

It was admitted at the White House today that the resignation of Archie Sanders as Collector of Internal Revenue at Rochester, N. Y., had been requested about a week ago.

It was not known at the White House whether or not he had sent in his resignation, but it is stated that if he does not do so he will be removed. His successor has already been chosen, but his name was not announced.

MAY GET SANDERS' JOB.

Washington, D. C., April 22.

H. J. Burkhardt, former mayor of Batavia, N. Y., is being prominently mentioned for the office of Collector of Internal Revenue at Rochester, N. Y., made vacant by the resignation of Archie Sanders. Secretary Cortelyou having returned to Washington, an announcement of an appointment to fill the vacancy is expected soon.

TOBACCONIST'S SON A SUICIDE.

Fulton, Ky., April 22.

James Gilbert, son of William Gilbert, a wealthy tobacco man of Murray, Ky., committed suicide on board a train en route for Memphis, Tenn., today, by swallowing half an ounce of bromidia. No cause for the act is known.

Rutherford, Constitution, Hunter—a strong trio.
El Draco Cigar Mfg. Co., Philada.

PABLO PEREZ — OANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

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VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

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Almacenistas de Tabaco en Rama

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Packers and Dealers in Leaf Tobacco

and COMMISSION MERCHANTS

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P. O. Box, 595. — Cable: "CALDA."

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A Specialty of HAVANA WRAPPERS and FILLERS at retail. Mail orders promptly filled.

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IMPORTERS AND PACKERS OF
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"At the Sign of the Bull Dog," New York
Real Habana Segar Makers and Importers
Habana Scraps and Cuttings for Sale

TOBACCO NEWS OF GREATER NEW YORK

New York Bureau of The Tobacco World
New York, April 23.

The leaf market remains in a somewhat inactive condition. The business that is done is made up of small lot sales, of such variety as is needed by manufacturers for immediate use, and there is not the least inclination on the part of anyone to buy in quantity at present market prices, and yet it has not made any perceptible change in prices, which are still firmly maintained.

• • •

Conditions among cigar manufacturers show some signs of improvement. Orders are beginning to come in more freely, and indications are that there will soon be a general replenishment of stock needed in distributing houses, which must necessarily have a good effect on manufacturers' sales records.

• • •

Max Gans, of Max Gans & Son, has been in Porto Rico since early in February, and will probably not return until some time in May. Chas. Gans and H. A. Rose left on Saturday last for the island, where the firm is putting up a packing house in the Caguas district.

• • •

Morris J. Levi, of Levi, Blumenthal & Co., was on jury duty the past week.

• • •

James W. Geyer, a popular retail dealer at 436 Tenth avenue, believes he has discovered a way to make ashes burn, and has been demonstrating in the boiler room of the Park Avenue Hotel, when Prof. Bellew, of Columbia University, was specially invited to be present.

Prof. Bellew recently made a public statement in connection with the experiments of John Ellmore, of Altoona, Pa., in which he denied that heat could be extracted from ashes.

Mr. Geyer says that he has discovered a chemical agent that will release the oxygen and hydrogen of water at the point of combustion, with coal ashes as a vehicle.

• • •

The Falk Tobacco Co. is issuing cards to their customers as follows:

"Railroad and transportation companies are rushed and jammed with freight and there is great congestion at all points. We are pushing orders as fast as we can.

"As we want to help you to avoid running short on our goods, please send in orders as far in advance as possible.

"When you receive Bill of Lading from us, push railroad at your end for the goods."

• • •

Ernest Ellinger & Co., Havana leaf tobacco importers, are now nicely domiciled in new quarters at 87-89 Pine street, which have been finely fitted out for their own special use.

• • •

Alexander & Heller, 205 Pearl street, report business as pretty good considering the times. All their men are at present in the city, but expect to leave shortly for their respective territories.

• • •

Percival Levy, of Percival Levy & Bro., is at present visiting his trade in Canada, and is not expected back for some time.

• • •

A. Arnstein, who has been on the sick list, has again returned to his office, a little weak, but happy. Mr. Arnstein informs me that his Lakewood Bouquet, a seed and Havana ten center, and his clear Havana La Demonte in over twelve shapes are gaining new friends every day.

• • •

Oscar Shein has extended a neat invitation to his customers inviting them to attend an exhibition to be held at his store, 342 Lenox avenue, on the days of May 3 to May 6, inclusive, to commemorate his being in the cigar business twenty years at the above address. He extends an invitation to all attending to sample the Ferdinand de Alba free of cost during the exhibition.

• • •

Levi Spear, leaf dealer, 214 Pearl street, has just returned form a short but successful trip up the State. He makes a specialty of Connecticut broadleaf, of which he usually has a fine assortment on hand.

• • •

Ludwig Gross, of 220 East Eighty-ninth street, an engineer in a cigar factory at 1552 Third avenue, in Yorkville Court last week, accused Herman M. Lewin, manager of the factory, of having given him a "loaded" cigar which had cost him the sight of one eye. He said the cigar contained a hair spring tied with a string. When the fire reached the thread it released the spring, which struck him in the eye.

Lewin said the cigar had been given him by a friend and he did not know it contained the spring. He offered to pay the physician's bill incurred by Gross, and Magistrate Baker told the men to settle the matter out of court.

• • •

Leo Polacsek, the old time manufacturer at 216 Bowery, has just taken possession of the cigar store at 357 Greenwich street, from Herz Bros., who will only manufacture in the future. The new owner of the store will keep in stock the brands manufactured by the former owners, and will add to the same the Grand Lustre, a nickel piece of goods, and the Havana Limited, both cigars of his own manufacture.

• • •

A. N. Barson & Co. ask the trade to overlook any delay in receiving their goods. They are oversold on their various brands of Turkish cigarettes, but they expect within the next week or two to catch up. Mr. Barson informed me that he expects very shortly to contract for a space at the Tobacco Trades Exposition.

• • •

Thos. F. James, representing J.

Constitution Seed & Havana Cigars are the Best that can be made.
Do you sell them?

For Genuine Sawed Cedar Cigar Boxes, go to L. J. Sellers & Son, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880

Packers and Planters of HIGHEST GRADES CONNECTICUT HAVANA SEED
The Krohn Tobacco Co. of WINDSOR, CONN.
Our Plantations are in the most famous growing section
Fine Handling Superb Quality
Address: F. B. GRIFFIN, Manager, NORTH BLOOMFIELD, CONN. —OR— A. H. REEDER, President, P. O. BOX 574, DAYTON, O.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
and
Growers of Georgia Sumatra
142 Water Street, New York

EDEN CIGAR FACTORY
of
BANCES & LOPEZ
HAVANA, CUBA

Calixto Lopez & Co.
180 Water St., NEW YORK
Will receive and attend to orders
Cigars made strictly of very best Vuelta Abajo Tobacco

ENOS SMITH EDMUND H. SMITH
Hinsdale Smith & Co.
Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF Tobacco
125 Maiden Lane
NEW YORK
ESTABLISHED 1840 CABLE: "NARGIL"

ARE YOU SEEING THE TRADE
WELL ?
MADISON SQUARE GARDEN
SEPT 2 TO 14 1907
TOBACCO SHOW
ASK ANYBODY · · THAT'S ALL
APPLICATION FOR SPACE TO EXHIBIT SHOULD BE MADE TO
TOBACCO TRADES EXPOSITION CO
W.B.TURK, PRESIDENT
FLATIRON BLDG NEW YORK.

Ramirez y Ca., makers of the Jules Verne cigar, has been working the city and suburbs in the interest of his firm, and has been quite successful in placing the goods.

• • •

Ullman & Co., leaf dealers, report trade as fair, but could be better. The cigar manufacturing end of their business appears to be running up to its capacity.

• • •

William Kauder, cigar manufacturer, who lately bought the Pereira Mayer Cigar Co., 504 East Seventy-third street, and who made cigars for M. Silvertau, was entirely burned out on Monday night. He had manufactured here for twenty-five years.

UP-TO-DATE BOSTON NOTES.

Some Improvement in the Cigar Trade. Rumors About the U. C. Co. Stores.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., April 22.

The cigar trade has improved a little the past week. Many of the retailers in the business section of the city kept closed on Friday which was a legal holiday here—Patriot's Day.

There are many rumors afloat that the United Cigar Stores Co. is about to close five of their Boston stores. The stores referred to are the ones on Court street, Bowdoin Square, School street, the one in the Journal Building and the store on Washington street near Dover. The Journal store is said to be the best paying store that the United operates here, and possibly the lease is soon to expire and that this accounts for the two new stores recently opened on Washington street, corner of School street and the other on the corner of Broomfield street, both within a short distance of the Journal Building store. The Dover street and Bowdoin Square stores never were regarded as being on a paying basis.

Some of our local cigar manufacturers have recently laid in a stock of the new Sumatra tobacco, and all claim it to be of a fine quality and yield. The price paid for it was in the neighborhood of $4.25 a pound, duty paid.

Many of our small manufacturers are working considerable Florida and Georgia wrappers, and in many instances it is difficult to tell the difference between these cigars and the genuine Sumatra wrapped cigars.

Most of the selling privileges at Revere and Nantasket Beaches have been rented for the season; quite a few have already bought their opening supplies and next Sunday many of the stands will be open for business.

I. Cohen, of New York, is here looking after the sale of his Keystone cigar. He reports business very good, and at present has 300 cigarmakers employed steadily. Mr. Cohen thinks the profits will be much less this year to the large manufacturer, on account of the extremely high prices asked for light Sumatra tobacco by the leaf importers.

The Mentor Cigar Company is receiving some nice orders from the New York trade on the Mentor and Ramly Turkish cigarettes.

Erlich & Kopf have a neat window display this week of the St. Urban little cigars, a ten for ten cents package, made by the A. M. Pacholder Co., of Baltimore, Md. Louis Jesselsohn, Bieringer Bros. Co., and other jobbing firms report a good sale on them. Emil Abrahams, of the Pacholder Co., is at present opening up some new accounts in the far West. He was last heard from in Denver, Col.

J. Mangan, with the United States Tobacco Co., is doing some very active work on his firm's new cube cut package, Hunt Club.

S. Grymich, manufacturer of the well known S. G. cigar, has salesmen out canvassing trade, and is also putting out considerable advertising matter.

Cohen's American Smokers and Levenson's Boston Smokers are among the leading 5 cent smokers here. Both are selling so well and the demand is so strong that many of our leading wholesalers have been compelled to lay in a supply of them to fill their orders.

A new cigar and tobacco store opened up for business this week at 483 Tremont street. F. Geist is the proprietor.

Jacob Shear, of Worcester, and S. Foster, of Brockton, Mass., were two out of town visitors here this week.

Ed. Leader is now selling the Ruy Lopez Havana cigars for the Norma Cigar Co., the local distributors.

The Markell Drug Co. had a special sale Saturday on Bachelor cigars at 3 for 10 cents.

H. W. Lord, manager of the cigar department for Cobb, Aldrich & Co., is very busy these days taking photos of the large fires for the Fire Department. Mr. Lord is just as skillful behind the kodak as he is behind the "kounter." Ben Ali.

SPECIAL NOTICES.

(12½ cents per line, 8 point measure)

RELIABLE Union Factory, 9th District, Penna., desires connections with several reliable brokers to handle output. Address Union Factory, Box 18, care of Tobacco World, Phila. 4-24h

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EDWIN L. KOPPELMAN CO.
7-6-1h 81 Pine St., New York.

FOR SALE.—On account of other interests, manufacturer will sell his Stogie Manufacturing Business of $30,000 to $40,000 per year; established 20 years. Equipment, trade marks, labels, etc., offered in their entirety, or present proprietor will take entire output, and continue to market the goods. A good chance for an energetic business man. Address Success, care of The Tobacco World, Philadelphia. 4-17tf

CAN make up good cigar line for jobbing house. If necessary, jobber can furnish his own leaf. Highest references. Address N. Y. Manufacturer, Box 20, care of Tobacco World, Phila. 4-10r

WE PURCHASE Cigar Molds—undesirable shapes—such as No. 16,261, No. 8,832, No. 8,569. Write us, stating what you have and the quantity. Winget Mfg. Co., York, Pa. 12-12tf

FOR SALE.—36 Bunching Machines, 64 Cigar Tables, also 2 Stripping Machines. Will consider a fair offer. Address Box 21, care of The Tobacco World, Phila. 4-3tf

REGISTER YOUR TRADE MARKS with The Tobacco World, Philada.

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H. C. McMANUS, Secretary and Treasurer.

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PHILADELPHIA, APRIL 24, 1907.

TRIBUTE TO THE QUID.

A Wisconsin paper recently published in its editorial columns a tribute to the use of tobacco which is reprinted in its entirety and was as follows. It was entitled "Tobacco and Statecraft":

Chewing tobacco is an ancient, honorable, and almost exclusively American habit. For many years our forefathers ruminatively munched on quids of the juicy weed while they pondered problems in statecraft or explored the untrodden wilderness. Statesmen subsisted largely on the plug variety of the weed and it was popularly conceded to be a necessity in the upbuilding of the nation.

Then a change came over the people. The man who chewed tobacco found himself in danger of social ostracism. The yellow spatters on the white shirt front, instead of being the badge of statesmanship, grew to be looked upon as evidence of slovenliness. The cuspidor no longer occupied the place of honor in the drawing room, and male guests who evinced a desire to indulge in a chew of tobacco found themselves unwelcome in many homes.

But now comes no less a person than Dr. Woodrow Wilson, head of Princeton University, and declares that the Western States, where the tobacco chewing habit still obtains to some extent, are producing the statesmen of today. He attributes the superior wisdom of these solons to the reflective habits which the mastication of the weed induces.

Now, this is comforting news to many persons. Men who have recently chewed their tobacco in solitude or not at all may again boldly saunter along the street ruminating over a quid and certain of incurring no censure. The only comment that can now be passed upon a man who is observed enjoying this solace is in the light of Dr. Wilson's opinion that he is a sage and sedate person who probably some time will be a senator.

Of course, the anti-spitting ordinance will continue to militate to some extent against the public use of the weed, but that is comparatively a small matter.

If any doubt exists as to the justice of Dr. Wilson's opinion just think for a moment of the country store. Is there any other place in the world where problems of public import are so gravely debated and so wisely settled as there? Questions of statecraft, of military and naval strategy, of jurisprudence and science, all are disposed of by the village sages who are aided in their discussion by the chewing tobacco which excites the admiration of Princeton's president. The sage prognostications of Uncle Horace Johnson, the earthquake predicter, it may be confidently asserted, are born of chewing tobacco and incubated in the tropical atmosphere of the village store.

In view of the complicated situation at Madison it may be well to apply Prof. Wilson's test to the senatorial candidates. Those who do not use the succulent "Climax" or who turn with scorn from fine cut or "Piper Heidsieck" should be eliminated without delay from the contest.

It will take a wise, well-balanced man to successfully fill the seat vacated by Senator Spooner. And, as Dr. Wilson authoritatively insists that sagacity and wisdom are products of the tobacco chewing industry, let us, by all means, have a senator who has the habit and who can accurately hit the center of a cuspidor at ten yards.

NO HARM IN CIGARETTES.

That cigarettes, so far as he has observed in years spent on the bench, are not ordinarily injurious to either minors or adults, if they are used moderately, is declared by Magistrate John B. Mayo, presiding over the famous Children's Court in New York. Probably no living member of the judiciary is better qualified by observation and professional experience to adjudge the effect of tobacco—especially cigarettes—on the moral, mental, and physical man or youth. Magistrate Mayo once more exposes a popular fallacy.

"The deleterious consequences visited on so many tobacco users are purely, in the great majority of cases, traceable to the abuse rather than the use of the weed," he said. "Whether it be in the form of cigarettes or otherwise, the moderate use of tobacco, so far as I have observed, has rarely been injurious in itself. Its abuse is entirely relative to the individual, one person being peculiarly subject to the narcotic effect, where another may be benefited. Of possibly thousands of lads who have come under my notice as cigarette smokers, I recall no specific case where a boy has been morally or mentally weakened by tobacco alone." —N. Y. World.

Philadelphia Tobacco Trade

The most important event of the week which took place in Philadelphia's cigar trade circle was the change that has occurred in the management of the Broomall-Lafayette Cigar Co., made necessary by the death of the late Ellwood Broomall, president of the company.

His successor has been elected and it happens that he is one of the city's best known cigar men, a man who has spent his entire life from early boyhood, in the cigar business, and whose vast experience and exceedingly wide acquaintance in the trade and the thoroughly masterful knowledge of the business which he possesses, eminently fits him for the position of president of the new Broomall-Lafayette Cigar Co., and that person is A. J. Wallis, formerly vice-president of the M. J. Dalton Co.

Mr. Wallis resigned from the M. J. Dalton Co. two weeks ago, and on Monday last took up his new duties at 111 South Thirteenth street. The work of rejuvenation and transformation has already begun, so great will the changes be. For not only will the interior of the store be thoroughly renovated, but many other improvements, both interior and exterior, are to be at once commenced. Furthermore, there will also be a thorough overhauling in the lines of goods, some new ones perhaps added, and new life infused.

The company has been for some time the local distributing agency for the American West Indies Cigar Co., manufacturers and importers of fine Porto Rican goods. Operations in these goods will be at once expanded, and the goods placed on sale at every establishment in the city, where a Porto Rican cigar can be sold.

E. J. Wallis commenced his career in the cigar business in 1877, when he took a position with the well known French importing cigar house of Stephen Fuguet & Sons, with whom he remained for a period of six years, when he resigned to accept an even more lucrative position as manager of the cigar department of the fancy and importing grocery house of E. Bradford Clarke & Co., which house was established in 1828.

For the past sixteen years, however, Mr. Wallis has been associated with M. J. Dalton, and upon the incorporating of the M. J. Dalton Co., in 1902, Mr. Wallis was elected vice-president, a position he occupied ever since.

Wm. G. Worthington, who has been for several years with the Broomall-Lafayette Cigar Co., has been again retained as manager of the sales department.

A peculiar state of affairs seems to exist in the local cigar and tobacco trade. In fact a veritable price cutting war is again going on. Among some of the so-called sub-jobbers this is particularly true, and as a result of this alleged misbehavior, manufacturers are coming more and more largely into this market and selling their goods in from 500 to 1,000 lots direct to retail dealers at jobbing prices. Sometimes it is done through the guise of a distributor, and in other cases even more openly.

The American Tobacco Co. is selling fancy smoking tobacco mixtures at factory prices less ten and two per cent, direct to retail dealers. We have before us a price list just issued by a sub-jobber, quoting Turkish Trophies at $7.25, and upon which the regular jobbing price has been cut by ... jobbers who are supposed to be having to buy their goods through jobbing houses. Sweet Caporal cigarettes, the regular price of which is now $3.... are offered at $3 80 by these sub-jobbers less 1 per cent. Recruits are also offered at $3.80. Schinasi's Natural at $10. Sovereign little cigars and cigarettes are quoted at $3 55; Ramses No. 2 at $1.40, and so on. We might include also Central Union Plug Cut at 45 cents per dozen, and Day & Night at 47 cents per dozen.

It will be observed that every one of these represents cut-rate figures, and it is such depredations as these that prompt manufacturers in sending their representatives direct to the retail trade to sell their products and thus combat as far as possible the slaughter of their goods by unscrupulous tradesmen. The great problem still remains to be solved, that is, How is it possible for dealers who are not on the list of direct buyers to secure their goods and be able to cut the regular prices if they are really buying their products from a direct jobbing house? The most interesting of all would be for the trade to learn definitely what house or jobber is procrastinating by supplying the sub-jobber with goods, enabling him to put out and by slaughtering the prices, demoralize an entire market. There are some interesting information bearing on these points on record, and can be used without difficulty whenever the opportune moment presents itself.

The new cigar factory for Quakertown has been located. It will be built on the Henry Smith lot on Fifth street south of Juniper.

The stockholders of the Quakertown Real Estate Company, which is the company organized for the purpose of building a large factory for Roig & Langsdorf, of this city, held a meeting last Friday evening for the purpose of deciding upon a location of the factory. There were three sites under consideration—the Smith lot, the Dr. Hedrick lot on Fifth street between Broad and Juniper, and a lot belonging to Robert Winner & Co., on North Fourth street. The vote resulted in the selection of the Smith lot.

The location is immediately in the rear of the present factory of the firm—the old Saylor Hall. The lot has 100 feet front on Fifth street and is 150 feet deep along an alley at the rear of the old factory. Fifth street is to be opened immediately along the west side of the old factory.

The plans and specifications are now in the hands of contractors, and the bids will no doubt be in by the time the charter has been received from Harrisburg.

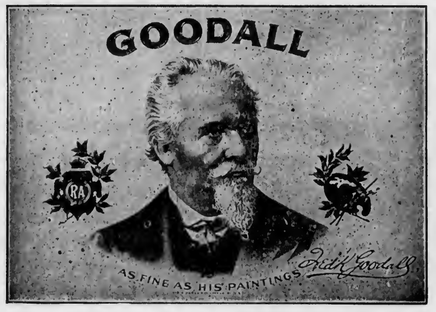
We are advised by J. Pierce Flowers, Manager Eastern Division, for the Lovell & Buffington Tobacco Co., of Covington, Ky., that they are now marketing a new piece of scrap chewing and smoking tobacco, called Tip, which is a union made piece of goods and is selling like wildfire.

B. Walder, at Fifteenth and McKean streets, who some time ago bought out the business of Liberstein Bros., has continued in the manufacture of the Volga and other brands of goods, but

(Concluded on page 18)

W. A. LAHR

Wholesale Cigar Manufacturer



Red Lion, Penna.

Get our prices, and make a fair comparison
with those of other factories.

Correspondence invited with the Wholesale and Jobbing Trade.
Samples Free to Responsible Houses.

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

1903-4-5 Zimmer Spanish, 1905 Gebhardt, 1905 Dutch, 1905 Connecticut, etc.

FARNHAM & REYNOLDS

Home Office: ADDISON, N. Y.

Packers of Finest Big Flats and Onondaga. **Cigar Leaf Tobacco**

Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn.

CONNECTICUT HAVANA SEED

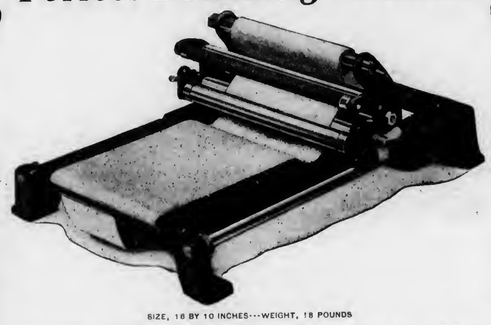
T. J. DUNN & CO.

Makers of the

BACHELOR CIGAR

401-405 E. 91st Street, NEW YORK

Perfect Bunching Machine



SIZE, 18 BY 10 INCHES---WEIGHT, 18 POUNDS

Dear Sir:—You **may** have used Bunching Machines, and they **may not** have been satisfactory. Neither were the first mowing machines, or the first sewing machines; but could the farmer today get along without a mowing machine, or your wife get along without a sewing machine? They are both **Simply Perfect**, and do all that is asked of them.

That is the story of our Bunching Machine; it is simply perfect, and we call it the PERFECT BUNCHING MACHINE, and it does everything that is asked of it.

Now, if this little machine is all we say it is (and we are prepared to prove it), and will help you to make more money than you are now making, help you to increase your output and effect a saving in cost of production, you surely, as a business man, should be willing to let us tell you more about it.

Will you write us? Or, call at our factory, **No. 132 South Sixth Street, Philadelphia**, any day, and see this machine in practical operation.

Yours respectfully,

The **PERFECT BUNCHING MACHINE CO.**

IT'S A WONDER WORKER

Havana Tobacco Ferment

Neutralizing Solution for Producing a Natural Fermentation and Sweat in Domestic Tobaccos

Acme Extract and Chemical Works

E. G. ECKERT, Proprietor — HANOVER, PA.

PHILADELPHIA LEAF MARKET

Business in the domestic leaf market has again simmered down to a hand-to-mouth standing that hardly satisfies packer or dealer, yet it has so far not had any material effect on prices, which are about as strong as at any time during the past few months. There is no lack of inquiry, but when the prices are quoted there are simply no responses, indicating clearly that some buying would be done, whether the goods were needed for early use or not, if any inducements were offered in the way of lower prices.

Transactions in Sumatra tobacco have been fairly good and a good volume of the new tobacco received here has already been sold to manufacturers.

The situation in Havana leaf remains practically unchanged.

UNITED CIGAR MFRS. REPORT.

New York, April 23.

The financial statement recently made public by the United Cigar Manufacturers' Co., is interesting and instructive. It covers the operations of the company for the period from April 2, 1906, to December 31, 1906, or in other words, the time of existence of the new company, as follows:

	Old Co. Calendar year 1905.	New Co. 9 mos. to Dec. 31, 1906.
New sales	$11,740,169	$9,127,543
Deduct—		
Cost of manuf'g	9,284,352	7,224,681
Admin. and selling expenses	1,222,824	1,125,875
Profit	$1,232,993	$776,987
Miscellaneous profit and interest received	54,794	64,260
Total profit	$1,287,787	$841,247
Deduct—Interest at 5 per cent on debenture notes.	25,000	
Net prof. for period	$1,262,787	$841,247

Charges and preferred dividends of new company, nine months:

Interest on loans and deposits	$106,924
Special reserve for discounts on customers' accounts	50,000
Dividends on preferred stock (two quarterly, each 1¾ per cent—3½ per cent)	175,000
Total	$331,924
Surplus for last nine months of 1906	500,323

Balance sheets:

ASSETS.

	New Company Apr. 2, '06.	Dec. 31., '06.
Cost of property	$16,934,862	$16,936,492
Insurance, etc.	150,108	143,147
Supplies, etc.	4,137,199	4,077,974
Bills receivable	94,843	98,281
Acc'ts receivable	1,761,114	842,706
Marketable stocks and bonds	18,200	
Cash	295,297	572,680
Advances		30,337
Totals	$23,391,623	$23,701,617

LIABILITIES.

Common stock	$15,000,000	$15,000,000
Preferred stock.	5,000,000	5,000,000
Accounts payable	650,934	158,554
Bills payable	2,740,689	2,661,563
Loans & deposits		372,177
Surplus		509,323
Totals	$23,391,623	$23,701,617

HUNTER—A Nickel Cigar

Has won many races for dealers. Try it.

NEW MEERSCHAUM FIELD.

Sufficent in New Mexico to Break the Turkish Monopoly.

Beecause of the discovery of vast deposits of meerchaum in the mountains of New Mexico, says the Kansas City Star, it is likely that the monopoly of that mineral heretofore held by the Turkish Government will be broken and pipes of that material will be lessened in cost.

Until recently all the meerschaum used in the commerce of the world was produced from a mine in the plains of Eskihi-sher, Anatoly, Turkey in Asia.

In those mines are employed 10,000 men. The output of the mine was owned by the Turkish Government and it kept the price up.

It is said that enough meerschaum has been discovered in Grant county, New Meixco, to supply the world.

There is a popular belief that meerschaum is petrified sea foam, washed up ages ago and solidified by some strange process of nature. Meerschaum is a mineral known to scientists as sepiolite. It is composed principally of silica and magnesium. It is found in fissures in the rock, where volcanic action has forced it up to the surface.

Meerschaum is used not only for making tobacco pipes, but, because of its unique properties of resisting a high degree of heat and its ready absorption of water, it is put to various electrical and mechanical uses.

In the mines of New Mexico a mass block of meerschaum weighing 6 pounds was taken out. It was the largest block of meerschaum ever mined.

A. HUSSEY LEAF TOBACCO C

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA

NEW YORK
CHICAGO
ST. LOUIS

CIGAR RIBBONS

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain

Largest Assortment of **Plain and Fancy Ribbons**

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.

36 East Twenty-Second St., NEW YORK

MARCUS JASKULEK

Packer and Dealer in

Leaf Tobacco

Nos. 812, 814, 816 East Third Street

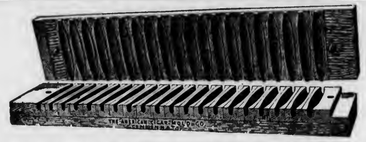
Dayton, Ohio.

Joe Endress, Jr. — A. C. Kercher

Pioneer Leaf Tobacco Co.

Germantown, Ohio

Packers of CIGAR LEAF TOBACCO



SAVE AGENT'S COMMISSION

Why should the Cigar Manufacturer pay Agent's Commission? We furnish All Shapes of the Best Grade Cigar Mold, direct to Manufacturer and will duplicate exactly any shape you are now using.

Send for our Catalogue of 1,500 Shapes

The American Cigar Mold Co., Cincinnati, O.

Wisdom on the Label
Wisdom in the Cigar

A 5c. Smoke that is so Good It is Bound to Repeat

Ohmit & Kraft

East Prospect Pa.

Write for Prices and Samples

SIGNS!

Designers, Printers, and Lithographers of CLOTH, ROPE FIBER and CARDBOARD SIGNS, AND PAPER POSTERS.

In Weatherproof Colors

We have Something New In FOLDED EDGE SIGNS.

UNION LABEL on Work When Desired. We Furnish QUALITY AND SERVICE

THE MASSILLON SIGN & POSTER CO.

MASSILLON, OHIO.

Walter B. Hostetter & Co.

Packers and Dealers in

Leaf Tobacco

We make SCRAP FILLER for Cigar Manufacturers

WRITE FOR OUR PRICES AND SAMPLES

Rear of 144 W. Market St., on W. Mason Ave.

YORK, PENNA.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

W. W. STEWART & SON

Reading, Pa.

Makers of the

JOHN HAY

LADY HELEN

10c.

JOHN HAY, Jr.

ELI PERKINS

5c.

High Grade Seed and Havana Cigars

Correspondence with Responsible Houses Solicited

L. J. SMITH & CO.

Wholesale

Cigar Manufacturers

and Dealers in Leaf Tobacco

Red Lion, Pa.

With Specially Designed Bands.

and PAN ANNA

5c. Cigars

TWO HAVANAS

Two for Five Cents

Correspondence with Responsible Houses solicited.

Private Brands made to order.

J. F. REICHARD

Wholesale Dealer in

LEAF TOBACCO

of All Grades

Craley, Penna.

SMITH BROS.

Brokers in Domestic and Imported LEAF TOBACCO

No. 17 Charter Street, Dayton, O.

Ohio Goods Our Specialty

PHILADELPHIA TOBACCO TRADE.

(Continued from page 14)

now formd a partnership with M. Stein, a practical cigarmaker who was formerly employed in one of the largest factories in this city. The business will hereafter be conducted under the firm name of Walder & Stein.

The following advertisement appeared in last Sunday's (April 21) issue of the New York Herald, and about which The Tobacco World will have something further to say later. Suffice it for the present to reproduce here the exact wording of the advertisement:

"Have You $1,000? The old established business of Batchelor Brothers Tobacco Company, 459 461 N. Orianna street, Philadelphia, Pa., established 1853, manufacturing among others the famous "Bumble Bee" cigar, requires men of character and ability who have from $500 to $1,000 to manage branch stores in their own cities, from which the yearly earnings should be more than double the amount invested, in addition to a large dividend on the security we give them, which protects their money as thoroughly as a savings bank. The company has decided to open a chain of retail stores throughout the United States on the order of the United Cigar Stores Company. If you can qualify address at once, with references. Batchelor Brothers Tobacco Company, 459-461 N. Orianna street, Philadelphia, Pa."

A charter has been granted the Thos. C. Fluke Company, fancy grocers and cigar distributors, under the laws of the State of Pennsylvania, with a capital of $25,000. Fluke & Co., were for a number of years located at Juniper and Chestnut streets, later removing to Thirteenth and Chestnut, now occupied by the M. J. Dalton Cigar Co., and more recently took possession of their present premises on Second street below Market.

Machula was Trump! At least that was the conclusion drawn by some of the local leaf tobacco houses who have been caught in several recent failures which were somewhat unsavory. One of the most flagrant of which was the financial collapse of Michael Horn, at 4065 Market street, who has succeeded in accumulating an indebtedness ranging from $10,000 to $12,000, and has assets of very small value. His indebtedness to the leaf trade so far as could be ascertained is in the neighborhood of $2,900. He is also known to owe about $2,200 for goods bought of cigar manufacturers.

Horn had been in the cigar manufacturing business for a number of years and it was only for a comparatively short time past that some very peculiar transactions were being noticed. Just a short time before the failure was announced Mr. Horn purchased a bale of Sumatra tobacco from a local house, sold it again almost the next day, but now seems to be unable to give an intelligible accounting of the money which is supposed to have so recently passed through his hands. It is also alleged that at a certain department store in this city goods amounting to a couple of hundred dollars, and among which were diamonds, were bought and immediately turned into cash, which is now also out of sight. This appears, however, to be only the beginning of a number of petty and sensational transactions which may not prove valuable to his well being.

Creditors are not in a very good mood, but feel deeply chagrined at the results of this humbuggery. While no definite action has as yet been taken, it may be safely stated that a most rigorous investigation of his affairs will be made. Overtures have been made on the part of Horn for a settlement of 10 per cent. in cash, but this was not so gratifying, and many creditors have expressed themselves as willing to let the matter take its own legal course in view of the outrageous treatment that has been accorded them so far.

It is singular that the failure of Mr. Horn should be announced so closely upon the reported difficulties of S. Berman, who is a brother-in-law of Horn.

This, however, may be more an unfortunate coincidence than a matter of real significance.

Aside from the excitement and uncertation due to several recent failures the local leaf market has been quiet during the past week. We have had a few visitors which included M. C. Miller and Luther M. Case, leaf men of Hartford; M. Steppacher, a well known manufacturer of Reading, and A. J. Sherk, President of Henry Heymann Sons, Inc., cigar manufacturers at Sinking Springs, Pa.

ANTI-CIGARETTE LAW IN ILLINOIS

Springfield, Ill., April 19

The House today passed the Young anti-cigarette bill, making it unlawful to sell cigarettes or cigarette papers in Illinois. The bill does not apply to sales by jobbers to purchasers outside the State. The bill now goes to the Senate.

J. B. MILLEYSACK

Manufacturer of

Fine Havana Hand-Made **CIGARS**

No. 821 Lake Street

LANCASTER, PA.

Correspondence with the Jobbing Trade solicited.

ESTABLISHED 1889 INCORPORATED 1902

A. B. HESS CIGAR CO.

SUCCESSORS TO

J. E. Sherts & Co.

LANCASTER, PA.

Manufacturers of

High Grade Seed and Havana

Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

The Gilt Edge Cigar Box Factory

CIGAR BOXES

SHIPPING CASES

LABELS

EDGINGS

RIBBONS

J. FRANK BOWMAN

Cigar Manufacturers' SUPPLIES

of All Kinds

51 Market Street

LANCASTER, PA.

Daily Capacity: Five Thousand Boxes

W. H. RAAB & SONS,

MANUFACTURERS OF

High Grade Cigars.

CAPACITY 75,000 PER DAY

ESTABLISHED 1871. DALLASTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day

5c. Brand

Is Strictly Union Made

Ideal Cigar Co.

CENTENNIAL, PA.

Geo. W. Conway

DALLASTOWN, PA.

Manufacturer of

Nickel & Medium Price

CIGARS

For Wholesale and Jobbing Trade

E. RENNINGER

Established 1889

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

Lithographers and Printers 322-326 E. 23RD ST. SAMPLES & PRICES FURNISHED UPON APPLICATION

IN STOCK AND TO ORDER **Krueger & Braun** CIGAR LABELS NEW YORK and BANDS

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE

Is specially adapted to give that Peculiar Sourish Effect desired. **Chaskel's Flavors** the **Cheapest** in the market, considering **what they do.**

A Card Will Bring More Information and Prices.

Chaskel Chemical Works

265 West Broadway, New York

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

Philadelphia Office, 573 Bourse Bldg.
H. S. SPRINGER, Mgr.

Chicago, 56 Fifth Avenue.
E. E. THATCHER, Mgr.

San Francisco, 320 Sansome Street.
L. S. SCHOENFELD, Mgr.

HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.
WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

O. L. SCHWENCKE LITHOGRAPHIC CO
CLARENDON ROAD & E. 37TH ST. BROOKLYN, N.Y.
FINE CIGAR LABELS
BANDS & EDGINGS
PRIVATE BRANDS OF ORIGINAL DESIGN
CHICAGO BRANCHES SAN FRANCISCO
111 RANDOLPH ST. 109 BRANNAN ST.

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

RATHER DULL IN YORK COUNTY.

Some Factories Report Fair Business—The Blochinger & Co. Matter.

York, Pa., April 22.

General dullness prevails in the cigar trade in this county, and the really busy factories are few and far between. Those having any number of good sized orders on hand are a few manufacturers who cater to a trade requiring a fairly good grade of cigars. That is to say, of the nickel and ten cent variety.

Celestino Cotsello & Co. have so far not felt any appreciable falling off in trade, but report a rather lively demand for their Barrister 10 cent and other brands. All of their several factories are moderately busy, and at several of their places additional help would be given employment, if application was made by competent workers.

The leaf dealers are feeling the rather stagnant condition keenly, and considerable hustling is being done by some of the salesmen to make as good a showing as possible under the circumstances.

There were comparatively few visiting leaf salesmen here during the past week. Henry Bauer came up from Philadelphia to close up several pending transactions in Florida tobacco for J. Hirschberg & Bro., and R. R. Uhler, of Lebanon, was also here for a day on behalf of H. Duys & Co., of New York, with a line of samples of their new importations of Sumatra tobacco. I. Meyer, of Hartford, Conn., was also here for Starr Bros., of New York. He handles, however, Connecticut tobacco exclusively, and is the firm's buyer in that section. Sammy Kauffman, with Wm. Steiner, Sons & Co., lithographers, of New York, was here also and smiled in his characteristic serenity when he pocketed several good sized orders for new labels in this section.

The candidacy of H. F. Kohler, a well known cigar manufacturer at Nashville, for Register of Wills of York county is announced. He is widely acquainted in the county and his chances of nomination at the June primary election should be good. The cigar business with Mr. Kohler is good, and both his factories are running full force. In fact more hands would be acceptable, particularly at the main factory at Nashville.

Robt. M. Granat, of Gillen & Granat, came home on Saturday after a two weeks' stay in Philadelphia, but returned again today. Mr. Granat has had a good business in the First District for several weeks past, and therefore returned to Philadelphia to close, if possible, some pending transactions.

Some changes have taken place lately at the Cuban Star Cigar Co., at Dallastown. The business has been incorporated, and Mr. E. F. Noll, the former proprietor, is president of the company and J. L. Simon, who formerly held a position in the Dallastown bank, is now associated with Mr. Noll, and is treasurer of the company.

The report published in these columns last week stating that the old Seaton Heindel factory had been secured by Arthur Spatz, was a misconception of facts, it appears, as the premises were secured and are already occupied by the Cuban Star Cigar Co.

John Fiddler, with J. W. Minnich & Son, of Dallastown, is again on a business trip among the firm's jobbing houses.

W. A. Lahr, of Red Lion, recently returned from a business trip through New York and the New England States and brought back with him some good sized orders for his products. Several factories throughout the county are well filled with orders to keep them busy for some time to come, and yet the salesmen are sending more orders.

There seems to be some little trouble in sight as the result of the somewhat muddled affairs of the former firm of Blochinger & Co., at Red Lion, the business of which, under an arrangement with creditors of Blochinger, was, it is alleged, was sold to J. E. Detwiler and A. C. Frey, both of Red Lion, who, for the continuation of the business of Blochinger & Co., formed a new concern known as the Belmont Cigar Co., and finally took over the business and assets of Blochinger & Co.

An equity suit was said to have been brought by the First National bank against J. E. Detwiler and A. C. Frey to have declared fraudulent the sale of the cigar factory to them of Blochinger & Co. The bank claims to have an unpaid protested note for $125, against the latter company and that the sale of the plant and effects by the owners, J. E. Blochinger and Warren L. Lock, to Detwiler and Frey, was made without legal notice to the creditors. They want the court to make the present owners give an accounting of the assets secured and to have the transaction declared null and void.

Speaking of the suit in equity alleged to have been brought against them by the First National bank, but which has then not yet been entered of record, Messrs. Detwiler and Frey who bought the effects of Blochinger & Co., upon which the suit is based, claim that instead of an attempt to defraud, alleged by the litigant, the purchase was made in the interest of and with the consent of all who claimed to be creditors. They say that, knowing if the plant went into the hands of the sheriff the business would not only be ruined but that the effects would have brought only a meagre return, they offered to buy it in and pay 50 cents on the dollar. This, they say, was agreed to, and at the time, when inquiry was made, they were told by the bank that it did not hold any paper against Blochinger & Co., except what was perfectly secured; that subsequently they were notified of a protest much to their surprise; that they offered to meet it on the same basis as agreed with the other creditors, but the offer was refused; that afterward the bank offered to settle for 75 cents on the dollar, which this they refused on the ground that it would be an injustice to the other creditors, who had agreed to 50 cents. Careful inquiry has revealed the fact that Mr. Blochinger has made several transfers, and that in his first one there were several creditors who had not been taken into consideration, and that they may even now take some action which might possibly result in further complications, if not litigations.

Several days ago quite a surprise was tendered to W. H. Snyder, a popular Windsor cigar manufacturer, upon the occasion of his fortieth birthday Mrs. Snyder sprang it upon him with much success. A pretext had been found to keep him in his office until a large party of friends had gathered from Windsor, Red Lion, York and other places. When "all things were ready," Mr. Snyder was asked to come to the house, and when he arrived he was fairly taken off his feet, as the band, of which Mr. Snyder was formerly a member, was rendering one of his favorite airs, while his many friends were offering their congratulations.

Geo. A. Kohler and T. A. P. Clarke, of Yoe, Pa., expect to open a cigar factory at Delta about May 1.

HUNTER BEST FOR A NICKEL
"is all to the front; made by
EL DRACO CIGAR MFG. CO., Philada.

Telephone Call, 432—B
Office and Warehouse:
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.
E. L. NISSLY & CO.
Growers and Packers of
Fine Cigar Leaf Tobacco
Fine B's and Tops Our Specialty
Critical Buyers always find it a pleasure to look over our Samples
Samples cheerfully submitted upon request
P. O. Box 96

W. R. COOPER & CO.
Packers of
Penna. Broad Leaf
Dealers in All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

J. K. LEAMAN
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

H. H. MILLER
Light Connecticut Wrappers and Seconds
Fine Georgia and Florida Sumatra
IMPORTED SUMATRA AND HAVANA
AND MUCH
Fine Binder and Filler Stock
327 and 329 North Queen Street
LANCASTER, PA.

J. W. BRENNEMAN
Packer and Dealer in
Leaf Tobacco
Packing House, Millersville, Pa.
Office and Salesrooms,
110 and 112 West Walnut St.
LANCASTER, PA. United Phones

B. F. GOOD & CO.
PACKERS and DEALERS in **Leaf Tobacco**
142 North Market Street
LANCASTER, PA.

The York Tobacco Co.
Packers and Jobbers in All Grades of
LEAF TOBACCO
Office and Warehouse, 15 East Clark Avenue
Manufacturers of Cigar Scrap Tobacco
York, Pa.

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE: Lancaster, Pa.

W. B. HOSTETTER & CO.
Packers and Dealers in
Leaf Tobacco
Rear of 144 West Market Street, on Mason Avenue,
York, Penna.
We Make SCRAP FILLER for Cigar Manufacturers.

N. D. ALEXANDER, Packer of and Dealer in **LEAF TOBACCO**
Jobber in Sumatra, Florida Sumatra and Havana
Lemon and Arch Sts. Lancaster, Pa.

and THREE CUBANS
MANUFACTURED BY
Central Cigar Company
LEWIS SMITH, Proprietor
Forbes and Marion Streets, **Pittsburg, Pa.**
Wholesale and Jobbing Trade solicited.

UNION MADE — SOLD ON ITS MERITS

TOM BAINES

Nickel Goods.

Strictly a First Class Article— Equal to Any Union or Non-Union Cigar on the Market— Probably Better, You to Judge—and Prices No Higher than Others.

Factory 1899, First District Penna.

H. G. Burky, Maker, Reading, Pa.

UNION MADE — BLUE LABEL USED

Established 1895 — Telephone Connection
T. L. ADAIR
Manufacturer of
Fine Cigars
Red Lion, Pa.
Special Lines for the Jobbing Trade

H. G. BARNHART
Cigar Manufacturer
Springvale, Pa.
One of Our Leading Brands:
Cuban Duchess
Only High Grade Tobacco Used
Cigars always duplicate

All Jobbers Who Handle Travellers Tips

Say it Always Moves Well
"A Good Five Cent Cigar"
Abbott Cigar Co.
ABBOTTSTOWN, PA.

CRISP NEWS FROM LANCASTER.

Dull Market—Litigation Regarding Crop Sales—Proceedings of Growers' Association Meeting.

Lancaster, Pa., April 22.

A lethargic condition still prevails in the local leaf market, as has been so for an unusually long time. Such transactions as have been consummated were for small lots and concluded principally by jobbing houses.

Among visiting salesmen there was a complaint of a dull business, because manufacturers simply refused to buy at prices now being asked for goods.

A. H. Reeder, of the Miami Valley Leaf Tobacco Co., of Dayton, O., and Jos. Cullman, of Cullman Bros., New York, were here during the early part of the week, and later both went to Dayton, Mr. Reeder returning to his home, and Mr. Cullman on a tour of inspection of their Ohio warehouses.

John E. Malone, attorney for H. A. Gladfelter, has brought suit in Common Pleas Court against E. L. Nissly & Co., to recover $429.81. Plaintiff alleges that the defendant company refused to accept his tobacco at the contract price. He was forced to sell it elsewhere, entailing the loss of the above sum.

E. M. Gilbert, attorney for B. F. H. Pownall, has brought suit in Common Pleas Court against John F. Brimmer to recover $250 alleged to be owing him on an action like the above suit.

So it is seen that some litigations are still arising as a result of the high prices paid for some of this year's crops, and at which figures packers naturally insisted that crops must be deilvered to them in a certain well assorted condition, but failing in this respect, the crops were refused, and lawsuits have resulted.

So far, however, not one suit has yet been won by any farmer, while not a few have been lost by them. Recently an action similar to the above was brought against I. H. Weaver, but the alderman before whom the case was heard decided in the packer's favor, and also directed that the farmer pay the costs. Packers, we are safe in saying, have not refused to accept any crops just because they had agreed to pay a high figure for them, but being virtually compelled to pay fancy prices, they were morally and legally justified in insisting on having the crops delivered in a fine condition, and most careful assorting of wrapper and filler grades.

When fully responsible people, such as have been above mentioned, refuse to accept crops, it is fair to assume that they have a good and sufficient reason for their action, and that it is more likely to be due to the acts of growers than packers. Tempted by high prices, growers are not immune from attempting to work in all the filler grades possible to get the wrapper prices, while on the other hand men of responsibility cannot easily shirk their responsibility just to save themselves money. It is likely that they were governed in their actions entirely by the actual conditions of the crops.

A regular meeting of the Lancaster County Tobacco Growers' Association was held on Monday afternoon in G. A. R. Hall when a number of topics of interest to tobacco growers were discussed. There was an attendance about the usual number of members, President B. Ezra Herr was in the chair.

In regard to the forming of a pool to lower the price of tobacco, a committee having been appointed at the last meeting to inquire into the matter, Mr. Herr said he conducted an individual investigation of the subject, approaching buyers, packers and growers, and came to the conclusion that the statement was false. He thought that contracts were too loosely drawn and advantage was taken of the "plain" people who would not take the matter to court. Buyers, he thought, should pay to the grower a sum to bind the contract which they would forfeit if they do not stand up to their agreement.

M. L. Greider thought the same as Mr. Herr. Growers, he said, should form a closer association for their own protection. Some arrangement should be made whereby the buyer will not have everything his own way. He spoke against the one-sided contract in the past year so extensively used. He further said that the old tobacco was quoted in the market today at higher prices than it was four or five months ago.

Mr. Herr then stated that Messrs. Greider, Hibshman and himself were to Harrisburg last week and appeared before the Appropriations Committee to give cause why an appropriation should be given to the work of the association. They set forth to the committee the great industry now going on here. This district, it was declared, gave more revenue for this cause than any other in the nation. It was shown that an improvement had been made in the crops between 1901 and 1906.

They asked for $5,000 for the two years, an increase of $2,000 to devote to shedding to give proper curing. The speaker did not anticipate any trouble in securing the amount.

Mr. Herr then spoke on this county not having any standard variety. We are noted for having several varieties, every farmer starting out raising what he wants.

Mr. Greider, in answer, stated that that was what the experimental stations were for. Quality, he said, and not quantity was what was wanted. We have now the quality and we can grow it in any quantity.

In the discussion which followed it was shown that this year the following varieties will be grown by the members who were present: Seed leaf, Zimmer Spanish, Pennsylvania broad leaf, Connecticut broad leaf, filler leaf and Havana.

An objection to broad leaf stated was that in a storm the tips of the leaves are rubbed on the ground and the leaf damaged to an extent.

One grower said he was going to grow seed leaf and make as good a showing with it as he could. Contrary to report, he said, the crop which is the best looking and most showy will in every case bring the highest prices. He said that it is not the grower's business what is to be done with the tobacco, the only point was to raise the large showy crop.

One of the speakers declared that there is as much of a variety in the States where an attempt is made to have a standard as there is in this county.

The meeting then adjourned. The next meeting will be held on Monday afternoon, June 3, at the same hour and place.

Johns & Gehman have rented a portion of the Elias Wolf warehouse, at Akron Station, this county, and are packing tobacco with a large force of men. It is said about 500 cases will be packed at Akron.

Constitution Seed and Havana Cigars
Made in the good old way.
EL DRACO CIGAR MFG. CO., PHILA.

BRBANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars

JOHN D. LONG

OFFICE: No. 118 Mifflin Street — Manufacturer of **Cigars** — FACTORY: Cor. Maple & Plum Aves.
Lebanon, Penna.
A Specialty of Private Brands. — Telephone Connection — Samples Sent to Responsible Houses.

HERMAN DELLE

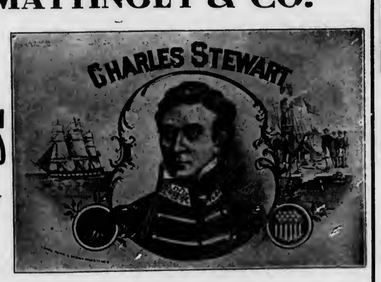
York, Penna.
Maker of
Delman 10 and 5c.
Herdel 5c.
Alex. Martin 5c.
UNION MADE
CIGARS
Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

Bear Bros.

Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades
Correspondence solicited
Samples on application
Brands: *The* **Bear**, *The* **Cub**, **Essie**, and **Matthew Carey**

C. E. MATTINGLY & CO.

Manufacturers of
High Grade
Union Made
5c. Cigars
FOR THE
Wholesale Trade Only
Union Chief
Supreme Union



McSherrystown, Pa.

El Ono

Union Made
5-Cent Cigars
are as Good as Cigars Can be Made
Chas. A. Oberly, Maker
LEBANON, PA.

Cigars of Quality Sell and Repeat.

Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

GEO. W. PARR

Manufacturer of FINE CIGARS
Littlestown, Pa.
MAKER OF
5c. {**THE FERNSIDE**} 5c.
Sold to the Jobbing Trade only
Correspondence invited

W. R. DAUGHERTY & BRO.

Dallastown, Pa.
Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages.
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

R. E. JACOBY

Wholesale Manufacturer of Strictly Uniform Quality of
High Grade
Seed and Havana
Cigars

Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited

Established 1870 — Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

Acme Extract and Chemical Works,
Manufacturers and Importers of
Havana Cigar Flavors, Casing Wines, Gums, Extracts, Betunes, Sweetenings and Specialties for All Kinds of Tobaccos.
E. G. ECKERT, Proprietor. — Hanover, Pa.

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Houses

They Smoke It and Come Again

BLEND, QUALITY and WORKMANSHIP to Please the Most Critical Smokers
Manufactured for Jobbing Trade Only
The Toedtman Cigar Co.
Makers of the Highest Grade of 5c. Cigars Exclusively
MIAMISBURG, OHIO.

The American Tobacco Co.

Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug

They Please All Tastes

Always Uniform and Reliable

THE UNION LABEL.

Through the columns of the Detroit News-Tribune, Walter R. Hamper, Head of the Globe Tobacco Company, said: "The union label is by far the most effective weapon in the hands of the trade unionists today. It is an argument from which no business man can turn away. As a force in the industrial world to compel fair treatment of the laborer and to insure him the rights which he deserves, the constant 'silent strike' of the men and women who demand the union label when buying goods of this kind is certain to be a thousand—yes, a million times more effective than the most violent of the employes' strikes could ever hope to be. I am not complaining. There are times when strikes are necessary, and many, many times it is the only way that the unions have of maintaining their rights. Once you get the masses of the people, or even all the members of the trade unions to demand the label, you are going to revolutionize things from beginning to end."—Car Worker.

ANOTHER LOUISVILLE FACTORY.

Louisville, Ky., April 18.

A large tobacco factory is to be erected on the lot on Floyd street adjoining the Hetterman Bros.' tobacco factory at the corner of Breckinridge street. The negotiations have been in progress for some time, and the deal has been practically closed. The property has a frontage of 76 feet on Floyd street and a depth of 250 feet.

SCRANTON'S COUPON SCHEME.

Scranton, Pa., April 18.

The Standard Coupon Co., with a capital stock of $10,000, was organized by a number of tobacco dealers for the purpose of giving smokers of Scranton a better class of premiums. The capital stock has been entirely subscribed. The officers have been elected as follows: President, C. P. Wentz; vice-president, W. B. Kellum; treasurer, Robert D. Langdon; secretary, Frank O'Hara.

JAPANESE MATCH COMBINE.

Consul-General H. B. Miller, of Yokohama, forwards the following particulars, published in a Japanese newspaper, concerning the latest attempt to consolidate the match-making industry in Japan:

A bill for the incorporation of the match industry is now before the House of Representatives with the stated object of protecting the industry in Japan, and the extension of the market abroad. The total value of matches exported per annum is estimated at $5,000,000, and it is proposed to set aside 20 per cent of this sum and buy up the stock in trade and trade-marks of the existing match factories.

The number of companies and private firms engaged in the manufacture of matches in Japan is 269, of which 149 make matches for home consumption. They employ about 130,000 natives and other employes, and wood used for the sticks amounts to about 150,000,000 feet; equal, accord ng to a Japanese statistician, to 3,200,000 ordinary graph poles. The other raw materials imported are valued at $1,50[illegible]. annual value of matches exported $5,250,000, and those supplied for consumption $1 250,000. The principal field for the export of matches is China, which buys to the value of $2,[illegible] next comes Hongkong, taking $[illegible]0,000; Singapore, $502,000; India, [illegible]000, and Korea, $175,000.

J. H. LIEFTINCK & ZO[illegible]
Sworn Tobacco Brok[illegible]
Office and Sample Rooms:
Brakke Grond and Frasc[illegible]
AMSTERDAM, HOLLAND.

STOKHUYZEN & BR[illegible]
Sworn Tobacco Broke[illegible]
Office and Sample Rooms:
Nos. 84—86 (Opposite Fras[illegible]
AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMA[illegible]
Sworn Tobacco Brokers
Brokers to the Dell Maatschappy
AMSTERDAM, HOLLA[illegible]
Office and Sample Rooms:
87 Rokin & 100 Nes, opposite Fras[illegible]

Color and Cancelling Stamps
Lead Seals and Stencils
QUAKER CITY STENCIL and STAMP WORKS
Incorporated
234 Arch St., Philadelphia

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890
Capacity, 20,000 per Day

YOU ARE LOSING MONEY.
? HOW ?
BAD ACCOUNTS.
Charging them off to profit and loss.
Paying Collection Agency Fees.
Paying Membership fees.
"DO-IT-YOURSELF"
The "Do It-Yourself" collection outfit is a system whereby you collect your bad accounts YOURSELF and do it in the same way that it is done by Collection Agencies, only BETTER.
? WHY ?
It is a better system.
It is easier to operate.
It keeps the accounts in YOUR OWN HANDS.
It brings the money to YOU.
It saves Collection Agencies fees.
It saves Membership fees.
It saves getting into the hands of unreliable persons.
Price $1.00 Postpaid
Each outfit contains everything necessary to collect 50 claims.
MONEY REFUNDED if on receipt you are not perfectly satisfied.
ORDER TO-DAY
United States Collection Agency
Suite 19, 163 Randolph Street
Chicago, U. S. A.
Agents Wanted Write for proposition

RUTHERFORD CLEAR HAVANA LEADER
from the factory of
El Draco Cigar Mfg. Co., Philada.

Wm. STEINER, SONS & CO.
Lithographers.
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540-550 W. 58TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST. PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

A. KAUFFMAN & BRO.
CIGAR BOXES
YORK, PENN'A.

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

Weidman Bros. & Moyer
Manufacturers of
Cigar Boxes
Special Attention to GOLD LEAF EMBOSSING HIGH GRADE Work
Factories:
Womelsdorf, Pa., Sinking Spring, Pa.
Established 1891

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

LABELS
Cigar Ribbons
Silk, Imitation & Muslinola Ribbon
CORRESPONDENCE SOLICITED
KEYSTONE VARIETY WORKS HANOVER, PA.
ESTABLISHED 1890
GIVE US A TRIAL WE WANT YOUR OPINION
Printed or Stamped in Gold or Silver
STOCK CARDS

Established 1877 New Factory 1904
H. W. HEFFENER,
Steam Cigar Box Manufacturer
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Howard & Boundary Aves.
YORK, PA.

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

E. A. CÁLVES & Co. HAVANA

IMPORTERS OF

123 N. THIRD ST. PHILADELPHIA

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES, AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOG
First Quality, Long Filler, Hand Made

JOHN SLATER & CO.

MANUFACTURERS OF

Hand-Made, Long Filler and Mold Stogies

OUR OTHER BRANDS

NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.

Factory: LANCASTER, PA.

Porto Rico Cigar Co.

Red Lion, Pa.

WHOLESALE CIGAR MANUFACTURERS

Major Paul
Lord Selkirk } 5c.
Arrow Point

Tom Lewis—2 for 5c.

Wholesale and Jobbing Trade Only

SOMETHING NEW AND GOOD

WAGNER'S

CUBAN STOGIES

Manufactured Only by

LEONARD WAGNER

Factory No. 2 707 Ohio St., ALLEGHENY, PA

GEO. STEUERNAGLE

THE CELEBRATED

Manufacturer of

Pittsburg Stogies

Goods sold direct to Jobbers and Dealers

5143 Penn Ave., Pittsburg, Pa.

OLDEST MANUFACTURERS OF

PEACH and PRUNE ESSENCES

Also of the

World Renowned and Non-Evaporating

SPANISH BETUNS

Cigar and Tobacco Flavors, Sweeteners, etc.

Write for Free Samples and Particulars
Guaranteed to be the Strongest and Best
Established 1855

FRIES & BRO.

92 Reade Street, NEW YORK.

Leaf Tobacco Markets.

BALDWINSVILLE, N. Y.

The warehouses of the American Cigar Co., Taussig & Co., and J. W. Upson are still open. No sales have been reported in the past few days.—Gazette.

EDGERTON, WIS.

The movement in the 1906 crop is slowly drawing to a close. There is but little effort now being made to take over the few scattering remnants in growers' hands that have become reduced to a very small percentage. Warehouse handling, too, is nearly completed, only a few firms having much bundle leaf in sight to sort before the season closes. Ole Klongland sold 51 cases at 15 and 5 cents to Eisenlohr, but the bulk of recent sales has been at much lower figures. It developes that the sale of 2,000 cases of the 1906 crop in New York recently was made by Weil & Son to a manufacturer.

The market for old leaf is remarkably dull, both locally and in the Eastern centers.

April so far has been so cold and backward that little has been accomplished toward laying the plant beds for another crop. Growers who set their seed sprouting some time ago, have been compelled to throw it away and start over again In this way a good deal of seed has been lost. The first few warm days now will witness some quick work done by the tobacco growers in getting their beds started.

Shipments, 750 cases.—Reporter.

Business Changes, Fires, Etc.

California.

Arcata—G. B. Roba, cigars, fruit, etc. notice of sale to Banducci & McAfee.

Colorado.

Denver.—McGillis Bros., cigars, in possession of trustee.

Idaho.

Nezperce.—F. L. Housouer, cigars and confectionery, real estate mortgage, $200.

Illinois.

Chicago.—Wm. E. Fowler, wholesale and retail cigars, out of business.—M. Friedman, leaf tobacco, succeeded by Bacharach & Friedman.

Peoria.—Ernest Stoltze, cigars, dead.

Indiana.

Anderson.—C. H. Ewing, canceled chattel mortgage, $600.

Crawfordsville.—J. F. Stephens, cigars, chattel mortgage, $1,200.

Indianapolis.—Soffell & Fisher, cigars, etc., chattel mortgage.

Iowa.

Davenport.—N. H. Christensen, cigars, sold out.

Iowa Falls.—H. T. Cameron, cigars, succeeded by M. E. Broughton.

Kentucky.

Louisville.—Blue Grass Tobacco Co., damaged by fire; insured.

Maine.

Biddeford.—Geo. W. Schneider & Co., cigar manufacturers, Geo. W. Schneider, individually, chattel mortgage, $800.

Minnesota.

Duluth.—James Sharp, cigars, dead.

New York.

Rochester.—S. F. Hess & Co. (Inc.) wholesale tobacco, closing out.

Yonkers.—Julius Kline, cigars, etc., bill of sale, $200.

Oregon.

Elgin.—Rogers & Birchfield, restaurant, cigars, etc., dissolved.

Pennsylvania.

Allentown.—Henry J. Ritter, cigar manufacturer, dead.

Washington.

Clayton.—P. A. Bret, cigars, confectionery, etc., sold to Clayton Confectionery Co.

Spokane.—Alderson Bros., cigars and tobacco, O. H. Alderso , individually, chattel mortgage, $800.—C. Elbert, cigars, confectionery, etc., sold to W. E. Newton.—Whitesel & Son, cigars, confecionery, etc., Harvey Whitesel, individually, chattel mortgage, $215.—John Wilkstrand, cigars and tobacco, sold to Anderson Bros.

—Milo E. Adams, of Muskogee, Okla., is erecting a new three story building on West Grand avenue, after the completion of which he will do both a jobbing and retail business.

—Philip E. Clark has opened a cigar factory at Port Jervis, N. Y. He has been a cigarmaker for twenty-five years.

PATENTS RELATING to TOBACCO.

850,141 Holder or receptacle for match boxes &c.; Eduard Demeter, Hamburg, Germany.

850,742 Machine for making cigarettes; Richard Ermeler, Berlin, Germany.

850,761 Tobacco pipe; Edward Kuenzell, El Paso, Texas.

850,182 Cigarette box; Samuel S. Poor, Westfield, N. J.

850,404 Tobacco pipe; James Shields, Frankfort, Ind.

HUNTER 5c. Cigar

is successful with successful dealers.

El Draco Cigar Mfg. Co., Phila.

MINNICH BALING PRESS

Patented March 9, 1897

For All Kinds of Products Requiring Baling

TOBACCO STEMS, PAPER, COTTON, Etc.

Specially Constructed ..PRESSES..

For Leaf Tobacco Packers

Warranted to do more and better work in a given time, with less labor than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.

MINNICH MACHINE WORKS

Landisville, Lancaster Co., Pa.

—Established 1834—

WM. F. COMLY & SON

Auctioneers and Commission Merchants

27 South Second Street

PHILADELPHIA

Regular Weekly Sales Every Thursday

Cigars, Tobacco, Smokers' Articles

Special Sales of Leaf Tobacco

Consignments Solicited Advances Made

Settlements Made on Day of Sale

Patents *Caveats, Trade Marks, Design-Patents, Copyrights, etc.*

Correspondence Solicited

JOHN A. SAUL

Le Droit Building, WASHINGTON, D. C.

METAL EMBOSSED LABELS METAL PRINTED LABELS

ENGRAVING EMBOSSING

H. J. Fleischhauer

CIGAR LABELS

238 Arch Street, Philadelphia.

TELEPHONE 1561

LITHOGRAPHING SPECIAL DESIGNS

JACOB G. SHIRK

Lancaster, Pa.

JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.

IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds

Are the CIGARS of the following Registered Brands

"Brilliant Star" Clear Havana . . 10c.
"S. B." Half Havana . . . . . 5c.
"S. B." Little Havanas . . . . . 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made 2 for 5c.

Special Brands Made to Order

Stauffer Bros. Mfg. Co., New Holland, Pa.

Send Your Cigar Buyer Here We Will Save You Money

For Sale by All Dealers

VIRGINIA PERIQUE

MIXTURE

The AMERICAN TOBACCO CO., NEW YORK

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

"AS GOOD AS THE NAME"

E. REGENSBURG & SONS

THE AMERICAN

TRADE MARK. REGISTERED

HAVANA CIGARS

NONE GENUINE UNLESS BEARING THIS BAND WITH OUR TRADE MARK IN COLORS

E. REGENSBURG & SONS THE AMERICAN

BEWARE OF IMITATIONS.

ON SALE EVERYWHERE

Constant Growth

signifies

Constant Merit!

Cigars that hold the confidence of their smokers pay dealers best.

DIAMOND JOE CIGAR FACTORY brands stand pre-eminently in a class of their own.

H. FENDRICH

Evansville, Ind.

WARREN BECK & BRO.

Ten-Cent Brands:
Duke of Westminster
Admiral Gherardi
Gen. Warren
La Responder Marcana
La Cantidad

Cigar Manufacturers

York, Pa.

Michael Hose A. F. Brillhart

Dallas Cigar Co.

Manufacturers of CIGARS & Dealers in LEAF TOBACCO,

Dallastown, Penna.

A. D. KILLHEFFER

Maker of

High Grade Cigars

Communicate with Factory

No Salesmen

MILLERSVILLE, PA.

E. ROSENWALD & BRO.

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THE TOBACCO WORLD

Established in 1881. Vol. XXVII., No. 18. | PHILADELPHIA and NEW YORK, MAY 1, 1907. | One Dollar per Annum. Payable in Advance.

Philipp J. Kolb & Co.

Importers & Packers

OF

LEAF TOBACCO

310 Race Street Philadelphia

• CENTRAL UNION •

No other brand of Tobacco has grown so quickly in public favor

Reasons:

Quality Price

Union Label

Friendly Dealers' Aid

and

Tobacco Trust's Hostility

United States Tobacco Co.

Richmond, Va.

SUMTRA TOBACCO

New Crop

SUMTRA TOBACCO

Samples gladly submitted on application

2,600 Bales Purchased at the First Four Inscriptions

H. DUYS & CO.

No. 170 Water Street, NEW YORK

De Amsterdamsche Tabakshandelmaatschappij, Amsterdam, Holland

Growers and Packers of

FLORIDA TOBACCOS

Write for Samples

SCHROEDER & ARGUIMBAU

178 Water Street, New York

CHARLES M. GUDKNECHT, President

LA HILDA CIGAR FACTORY

(INCORPORATED)

MANUFACTURERS AND IMPORTERS

231 CHESTNUT STREET

CORRESPONDENCE SOLICITED PHILADELPHIA

Clean as the Food You Eat

Vesper Cigar 5¢

(LORD LANCASTER, 10c.)

Oblinger Bros. & Co.

Manufacturers

615 Market St., Philada.

(NICKELBY, 5c.)

SMOKE VETTERLEIN BROS.' SABOROSO CIGARS PHILADELPHIA BOSTON

SUPERIOR Quality and Workmanship

Vicente Portuondo CIGAR MFG CO. PHILADELPHIA Cigars

Factory No. 968, First District Penna.

If You Want to be in HAVANA Smoke CAMELA 5c. CIGARS

Made by HENRY HEYMANN'S SONS

Sinking Spring, Pa.

EISENLOHR'S Cinco Philadelphia CIGARS

CHALLENGES COMPARISON

White Knigh 5-cent Cigar

Made by

Morris D. Neumann & C

PHILADELPHIA, PA.

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

YOU CAN BUY

WEAVER'S ORIGINAL

HAVANA SHORTS

AT

All Jobbing Houses

Parmenter Wax-Lined Coupon Cigar Pocket

Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.

Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.

Racine Paper Goods Co., Racine, Wis., U.S.A.

Sole Owners and Manufacturers.

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

THE TOBACCO WORLD

PINKERTON MAY LOSE LABEL

Connection with Trust Alleged, and Label is Withheld.

Zanesville, O., April 29.

Some comment has been occasioned by the fact that the International Union of Tobacco Workers has refused to furnish the Pinkerton Tobacco Company with the union label, which is placed only on tobaccos not manufactured by the American Tobacco Company, or the trust, as it is commonly called.

In conversation with a representative J. W. Pinkerton, president of the Pinkerton company, stated that it is not true that any change has been made in the operation of his plant, but he admits that the American Tobacco Company is a heavy stockholder in the local concern and says that no secret has ever been made of this fact.

When the scale was signed recently with the officers of the local union it was understood that the union label, which is controlled by a Louisville concern, should be furnished the factory, but on the ground that the plant is now a trust property the label was withheld.

Mr. Pinkerton states that notwithstanding these differences his company will continue to manufacture the purest and best scrap tobacco on the market and at the same price as heretofore.

The plant is being operated to its full capacity and is doing an excellent business, which is constantly growing.

BIRTHDAY CELEBRATION.

Havana, April 26.

To celebrate the thirty-fifth anniversary of Mrs. Max Stern's birth a banquet was given last week at the Miramar Hotel on the Malecon. Although a family affair, the banquet was one of the most enjoyable and select affairs given at that delightful hostelry by the sea. The surprise of the evening was an immense birth-day cake in which was encrusted thirty-five diminutive candles. The cake was baked by the head chef, and was a work of the confectioner's art.

Those who enjoyed the banquet were: Mr. and Mrs. Max Stern, Mr. and Mrs. J. Weinberger, Mr. and Mrs. W. T. Burbridge, Gen. Orestes Ferrera, Madame Roosevelt, Miss Alene Stern, Miss Maxine Stern, Master Allison Stern.

RACE BETWEEN A TRAIN AND A TOBACCO BARN.

Lexington, Ky., April 24.

Engineer Scannon, of a Chesapeake & Ohio freight train, was the hero yesterday of a thrilling race between a train and a barn, with several lives at stake.

Scannon's train was passing Tebbs Station, near here at a good rate, when the high wind which was blowing lifted a big tobacco barn from its foundation and started it rolling down hill toward the railroad, half a mile away.

Scannon saw the danger and immediately threw the throttle wide open in an effort to outrun the barn. The heavy train was on the down grade and soon attained great momentum, but just as it looked as though the peril would be outrun the big barn crashed into the caboose, smashing it. The impact also shattered the barn, which collapsed on the track. Trainmen on the caboose saw their peril in time to escape by jumping.

CIGAR MOLD TRADE MARK.

Manufacturer Permanently Enjoined from Using the Words "Vertical Top" for Cigar Molds.

In the Circuit Court of the United States, in and for the Southern District of Iowa, Eastern Division, in the case of the Miller, DuBrul & Peters Manufacturing Company, vs. The Sternberg Manufacturing Co., in which was involved the question of right in using the title "Vertical Top" as a trademark for cigar molds, etc., Judge McPherson on April 20, 1907, issued a decree in favor of the complainant company against certain alleged unfair acts of the defendant company in using said name and in imitating cuts, illustrations, etc.

By the decree of Judge McPherson, the Miller, DuBrul & Peters Manufacturing Company is adjudged to have the exclusive right to sell "Vertical Top" Cigar Molds and the defendant is enjoined not only from the use of said term but of any term in imitation thereof in connection with cigar molds; also from making or selling cigarmakers' presses, bundlers, tools and accessories of the cigarmakers' trade in substantially exact imitation of corresponding articles manufactured by the Miller, DuBrul & Peters Manufacturing Company and having a characteristic shape and design; also from copying or reproducing in the defendant's catalogues or other printed advertising matter, the goods, figures, illustrations or representations originated and used by the Miller, DuBrul & Peters Manufacturing Company in its circulars and catalogues, in advertisement of presses, bundlers, tools, machinery and accessories of the cigarmakers' trade. The case is referred to a Master in Chancery for a report as to profits made by the defendant by use of the term "Vertical Top."

The decree reads as follows:

This cause having come on to be heard upon the bill of complaint herein, and the amendments thereto and the answer of the defendant and replication of the complainant, and upon the evidences and proofs taken and filed in said cause, and having been argued by counsel, Hervey S. Knight and H. Scott Howell & Son appearing for the complainant, and Louis Block and W. J. Roberts appearing for the defendant, and the cause having been submitted to the court for consideration and decision; the court finds that the defendant has infringed the complainant's trademark "Vertical Top," and has been guilty of unfair competition in trade.

It is therefore ordered, adjudged and decreed that the complainant is entitled to the exclusive use of the term "Vertical Top" as its trademark in connection with cigar molds manufactured by it.

It is further ordered, adjudged and decreed that the defendant, its officers, agents, servants, clerks, attorneys and employes be and are hereby perpetually enjoined and restrained from using the term or designation "Vertical Top," or any words in imitation thereof in connection with cigar molds which it manufactures; and from selling, offering for sale or advertising for sale any cigar molds under the name or term "Vertical Top;" and from using the term "Vertical Top" in any way in connection with the sale of any cigar molds other than those manufactured by the complainant in any advertisement, circular, catalogue, sign, invoice, billhead or price list, or as a part of any trade name for any cigar molds manufactured and sold by defendant.

It is further ordered, adjudged and decreed that the defendant, its officers, agents, clerks, servants, attorneys and employes are hereby perpetually enjoined and restrained from making or selling or offering for sale cigarmakers' presses, bundlers, tools, machinery and accessories to the cigarmakers' trade, in substantially exact imitation of the presses, bundlers, tools, machinery and accessories to the cigarmakers' trade manufactured by the complainant and having a characteristic shape and design, and from copying or re-producing in its catalogues, circulars or other printed advertising matter, the cuts, figures, illustrations or representations originated, produced and used by the complainant in its circulars and catalogues in advertisement of the presses, bundlers, tools, machinery and accessories to the cigarmakers' trade manufactured and sold by the complainant.

It is further ordered, adjudged and decreed that this cause be referred to George H. Henry Strickling, Master in Chancery, to ascertain and take, and state and report to this court the gains, profits and advantage which the defendant has received, or made or which has accrued to defendant from infringing the trademark rights of the complainant in connection with the use of the term "Vertical Top," and from acts of unfair trade.

It is further ordered, adjudged and decreed that the said complainant recover of the defendant its costs and disbursements in this action. To all of which defendant at the time excepted.

It is further ordered and decreed that in the event defendant elects to take an appeal, the supersedeas bond properly conditioned with ample surety in penalty of three thousand dollars be taken, and when approved that it supersede this decree as to all matters until this case is finally decided on appeal, provided an appeal be taken and said bond is approved within thirty days from this date.

Done this April 20, 1907.

(Signed) Smith McPherson,
Judge.

JOHN HUERTH RESUMES.

Green Bay, Wis., April, 26.

John Huerth has gone back into the cigar manufacturing business again. He started at noon after being closed up for two weeks, pending the first meeting of the creditors following the filing of a petition in bankruptcy. That meeting was held before Referee Silverwood this morning and a satisfactory arrangement was made with the creditors by which the veteran manufacturer will turn out goods in the old way.

HAVANA CIGAR STRIKE

Nine Thousand Workers to Join Three Thousand Already Out.

Havana, April 28.

In consequence of the lockout in all the independent cigar factories in Havana, 9,000 cigarmakers will join the ranks of the 3,000 employes of the Havana Tobacco Company, who struck two months ago, demanding that their wages be paid in American instead of Spanish gold.

A committee of the strikers visited Governor Magoon today, and told him they had decided not to hold any meetings or demonstrations, and would guarantee the preservation of order. They said they opposed any sympathetic strikes, preferring that all the union workmen should remain at their posts, which would assure them financial aid.

The manufacturers have appointed a committee to arrange terms of settlement with the strikers. The committee will report in three days.

MAY KILL CIGARETTE BILL.

Springfield, Ill., April 25.

In the cradle of an inactive Senate committee, Representative Young's stringent anti-cigarette bill, which passed the House after a hard fight, will be gently rocked to sleep. A dose of the well known Senate soporific will be administered to the measure, and the tobacco trust will draw another long sigh of relief. Senator Berry, through whose action, the bill was referred to the Senate Committee on License and Miscellany, said yesterday that the bill will end its career in that committee.

Earlier in the season Mr. Berry championed an anti-cigarette measure, a copy of the Wisconsin law, and had it passed. It is now on the calendar in the House. The bill was advocated by an organization in Chicago known as the Anti-Cigarette League and passed the Senate without opposition. According to Mr. Berry the members of the anti-cigarette organization apparently thought they could get a more drastic bill passed by the House, and also by the Senate, but he believed the bill already passed by the Senate is stringent enough at this time. Consequently the House measure will die in the committee without doubt and the House will probably pass the Senate measure.

OHIO'S SCRAP TOBACCO WAR.

Portsmouth O., April 26.

Portsmouth and vicinity has been made the battleground for a merry war between two rival tobacco concerns, and representatives are fighting for billboards and every available space for poster and other advertising matter. The two concerns are the Union Maid and Blue Moon companies. The chief representative of the former showed up at Fullerton at 4 a. m., Monday, with a wagon load of samples and advertising matter, which he distributed among the astonished natives.

—Geo. Schweinfest, a tobacconist of Hamilton, O., was recently stricken with apoplexy, and is now in a serious condition. He had a similar attack a few weeks previously.

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF

Tobacco

115 Arch Street, Philadelphia

FOUNDED 1855

John T. Dohan — SELECTED D&T VUELTA ABAJO — Wm. H. Dohan

FLOR de D&T

DOHAN & TAITT

Importers of Havana and Sumatra

Packers of Leaf Tobacco

VUELTA ARRIBA

107 Arch St. PHILADA.

K. STRAUS — A. LOEB

K. STRAUS & CO.

IMPORTERS OF

PACKERS OF LEAF TOBACCO — HAVANA

301 & 303 North 3rd St.

PHILADELPHIA.

Established 1825

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

AND PACKERS OF

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

Benj. Labe — Jacob Labe — Sidney Labe

BENJ. LABE & SONS

IMPORTERS OF

Sumatra and Havana

Packers and Dealers in Leaf Tobacco

228 North Third St., Philadelphia

Julius Hirschberg & Bro.

Importers of Havana and Sumatra and Packers of Seed Leaf

Tobacco

125 North Third St., Philada.

LEOPOLD LOEB & CO.

Importers of Sumatra and Havana

and Packers of Leaf Tobacco

306 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in

Importers of HAVANA and SUMATRA SEED LEAF

TOBACCO

111 Arch Street, Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N. Y.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

H. Dolinsky & Son — Importers & Packers of — HAVANA AND SUMATRA SEED LEAF TOBACCO

147 N. Third St, Philadelphia, Pa.

L. KRUPPENBACH — IMPORTER of HAVANA and SUMATRA — DEALER IN LEAF TOBACCO — PHILADELPHIA

REGISTERED 1642-44 N. ELEVENTH. ST.

The Empire Leaf Tobacco Co.,

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA Tobacco

118 N. 3d St., Phila.

J. S. BATROFF

224 Arch St., Philadelphia

Broker in LEAF TOBACCO

E. A. CÁLVES & CO. — IMPORTERS OF — HAVANA — 123 N. THIRD ST. PHILADELPHIA

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The preceding cut is a fac-simile, in its actual size, of the Precinta, or Warranty Stamp, which is used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that the Cigars, Cigarettes and Cut Tobacco packages which bear these stamps were made in Cuba.

Thus a copy of the Warranty Stamp, attached to any Box of Cigars and Cigarettes or to any Package of Cut Tobacco, means that those Cigars, Cigarettes and Cut Tobacco have been made in Havana, Cuba, with the Genuine Tobacco Leaf grown on the Island of Cuba.

DON'T FORGET THIS, IMPORTERS, DISTRIBUTORS and RETAILERS.

THE COLORS OF THE PRECINTA:—Black with Pale Blue Ground; fac-simile of the Seal of the Presidency of the Republic, Sky Blue.

BOSTON LOOKING FOR REVIVAL

Has Not Yet Materialized, But is Confidently Expected.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., April 29.

There was not much improvement with the retail cigar dealers this week over the previous one, still all are full of expectancy of a rattling good business before long.

The recent rumor about the trust having bought up the Buffo little cigar business was confirmed Saturday, the jobbing trade having received letters from the American Tobacco Co. to that effect.

Many of our retailers, having their respective stores in the neighborhood where the United are closing their four stores, expect to find an increase in their business. The Bowdoin Square store has a sign in the window informing its patrons that on and after May 1 the business will be transferred to the Howard street store, and patrons should ask for transfer cards.

The United store in the Journal Building will wind up its business in a month or two. The United concern expects to hold most its Journal Building trade by transferring it to either of their two new stores, which are on Washington street on the corners of Bromfield and School streets. The Journal store is the best paying one they have here.

M. B. Mendoza has sold his cigar, tobacco and stationery store on Chelsea Square, Chelsea, to Smith Bros., who will continue same on the old lines.

D. Bendetson, the Hanover street jobber, has recently taken on the Astor 10 cent cigar and the Rail Splitter, a 5 cent cigar, both from the factory of Hull, Grummond & Co., Binghamton, N. Y. Much advertising work will be done to get both these brands on a good footing.

J. Perlstein, representing the little cigar department of the American Cigar Co., is making a good showing on their new three for five cheroot, Old Glory.

Stephen Ruth, of the Allen Tobacco Co., N. Y., was here Saturday. He reported that the Telenette little cigars are selling well all over the country.

H. L. Ruth, the former Boston representative of the Telenettes, is at present in Chicago, and is opening some desirable new accounts in the "Windy City."

The White Rolls cigarette is duplicating widely and Mr. Lea, the able New England manager of the Ware-Kramer Tobacco Co., is well pleased at the progress made so far. The past two weeks the White Rolls have been heavily advertised in Lowell, Lawrence and Haverhill. The window advertising consisted of a handsome looking and well shaped young miss sitting in cigar store windows amidst a heap of White Rolls cigarettes and displaying a number of attractive signs for the onlookers to read.

L. Shapiro, formerly a city salesman for D. Bendetson, will start in selling White Rolls next week. Mr. Shapiro is a very capable salesman, and I look to see him make a good showing in his new position.

Prospero De Nobili & Ci., of Long Island City, N. Y., have opened their new branch store, No. 10, corner of Fleet and Hanover streets. This concern sells only Italian stogies and Italian smoking tobacco, and as their store is in the Little Italy section of Boston their prospects of doing a large business look good.

A. Levin, 1 Commercial street, has just taken on the Gans Bros.' El Speedo clear Havana cigar.

The Pullman Cigar Co., 2 Market street, this city, are placing their Pullman 10 cent cigar with many of our leading retailers.

The United cigar stores are featuring many brands of Porto Rican cigars in their window displays.

Sam Ruben has rented the cigar selling privilege in Simmons & Mills barber shop, 50 Devonshire street.

Epstein Drug Co., Scollay Square, are featuring the William the Fourth, pony size, and report same a good seller.

The Cayey-Caguas Co.'s Turabo Panatella Extra is also taking nicely.

Rosenthal Bros. are having a good run on their 326, a union made five center.

RUTHERFORD CLEAR HAVANA CIGARS

Are Popular

Because They Please the Consumer.

A Good Pair to Go On . . .

Two of Our Popular Five Cent Brands.
Our Goods are Made of Best Selections, Made Carefully, and Made to Duplicate.

Wolf, Neff & Co.

RED LION, PA.

INCREASE YOUR PROFIT!

Columbia Straight Will Do It.

We bought a large supply of Good Havana and Domestic Tobacco at the right time.——We are located where Good Workmen can be had at Fair Prices.

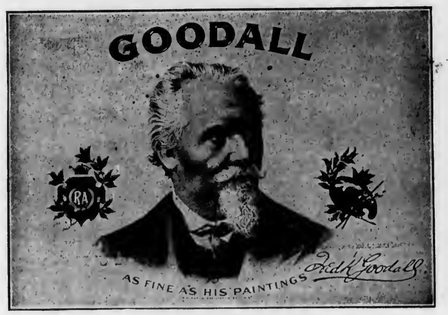
These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.

Fred Schlaeger & Co., Columbia, Pa.

Samples on application.

W. A. LAHR

Wholesale Cigar Manufacturer



Red Lion, Penna.

Get our prices, and make a fair comparison
with those of other factories.

Correspondence invited with the Wholesale and Jobbing Trade.
Samples Free to Responsible Houses.

E. A. CÁLVES & CO. HAVANA IMPORTERS OF 123 N. THIRD ST. PHILADELPHIA

Gieske & Niemann, Packers & Dealers in Leaf Tobacco

No. 204 South Charles Street
Baltimore, Md.

F. F. Fowler is now the proprietor of the cigar stand in the Kimball Building.

Erlich & Kopf are enjoying a good sale on the St. Urban little cigars, from the factory of A. M. Pacholder & Co., Baltimore, Md. The package is a very attractive one.

Regensburg's American is selling as well as ever here. Daniel Frank & Co., the distributors, are very busy at present filling orders.

The Norma Cigar Co. are closing out many of their old brands to make room for the new Bull Dog cigar, Jno. W. Merriam's pride. Mr. Merriam was a recent visitor to the "Hub" in company with F. Lubrek, his Eastern salesman.

The ball held this week by the employes of McGreenery & Manning, the leading Boston wholesalers, was a howling success. His Honor, the Mayor was there with both feet, as well as both John McGreenery and Joe Manning. Ben Ali.

SCRAP AMONG UNION MEN.

Providence, R. I., April 25.

It is stated in labor circles that Cigarmakers' Union, Local 10, of this city, has been attempting to oust from the presidency of the organization James A. DeBell, and it is stated on good authority that at a meeting held last evening in the Labor Temple he was requested to resign his position. His refusal to do so is said to have started trouble. He was forced to leave the chair, according to the assertion of members of the union, and escorted to the door, where he was ordered to leave the building.

DeBell left the hall, went to the nearest telephone and called up the Central Station, requesting that officers be sent to the hall. Sergt. Muldoon ordered Patrolmen MacKenzie and Blake to go and see what was going on. When the officers arrived they say their presence was desired only as witnesses, and when they found there was no disturbance of any sort they refused to mix themselves up in the affair and left DeBell to fight it out himself.

NEW YORK'S CHILD LABOR LAW.

The New York State Assembly has passed Senator Page's child labor bill, which forbids the employment of children other than between the hours of 8 a. m. and 5 p. m. The bill originally provided that children could be employed between 7 a. m. and 7 p. m. Assemblyman Prentice is reported to have made an effort to have the bill amended so as to provide for children being employed between 7 a. m. and 6 p. m. but that was defeated.

PHILADELPHIA LEAF MARKET

Conditions in the leaf market remain impassive, and dealers are doing only a routine business in supplying the needs of manufacturers from day to day only.

Of course, when compared with the unusual business done last year, the present volume of trading seems trifling, and yet the aggregate of a month's transactions is, after all, considerable, as most will admit. But it is of a lagging nature, and in some instances almost to the extent of discouragement.

Not for many months has so much complaint been heard from salesmen on the road, who find it impossible to induce manufacturers to consider the purchase of large lots, and those who are in possession of any amount of stock will listen to no overtures, while those who find their supply pretty well exhausted, buy only in the most sparing way.

Some encouragement can be taken from the fact that the internal revenue reports indicate a fairly healthy condition among cigar manufacturers generally, and so long as that remains a fact there is every hope of the leaf market eventually reviving in activity.

The Sumatra market has been fairly active, with the demand running heavily for old goods. New goods are, however, also beginning to awaken deeper interest, even though actual transactions have not yet been so material.

The Havana market is normal, moderate sized transactions only being the rule during the past week. Reports from the island are not of a very encouraging nature, and may have an ultimate effect on the market here.

SPECIAL NOTICES.

(12½ cents per line, 8-point measure)

To Manufacturers of Cigars:

If you have any

Cuttings, Scraps or Siftings

to sell, write us.

We are at all times in the market as Cash Buyers of all these products.

EDWIN L. KOPPELMAN CO.
7-6-1h **81 Pine St., New York.**

FOR SALE.—On account of other interests, manufacturer will sell his Stogie Manufacturing Business of $30,000 to $40,000 per year; established 20 years. Equipment, trade marks, labels, etc., offered in their entirety, or present proprietor will take entire output, and continue to market the goods. A good chance for an energetic business man. Address Success, care of The Tobacco World, Philadelphia. 4-17tf

MANUFACTURER with unusually good facilities will contract with jobbing houses to manufacture all grades of goods. Our position will enable us to make satisfactory prices. Address Manufacturer, Box 17, care of The Tobacco World, Phila. 5-1h

RELIABLE Union Factory, 9th District, Penna., desires connections with several reliable brokers to handle output. Address Union Factory, Box 18, care of Tobacco World, Phila. 4-24h

WE PURCHASE Cigar Molds—undesirable shapes—such as No. 16,261, No. 8,832, No. 8,569. Write us, stating what you have and the quantity. Winget Mfg. Co., York, Pa. 12-12tf

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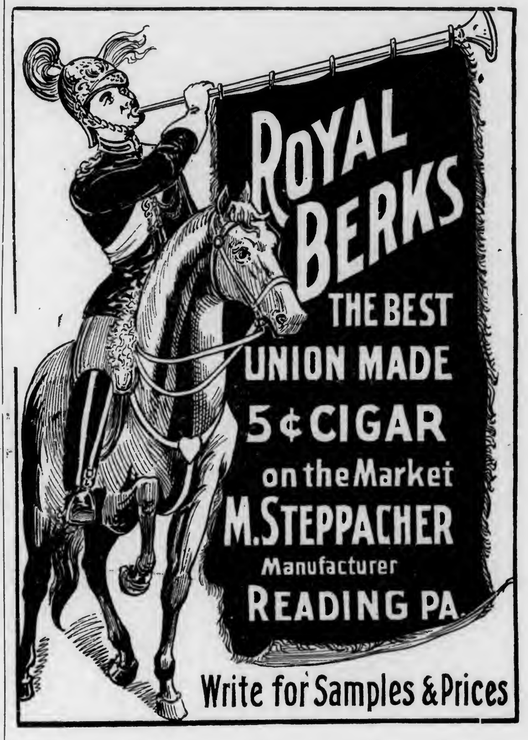

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Manufacturers of
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PURCHASES FOR AUSTRIAN REGIE HELP HAVANA MARKET.

Sales of Nearly 1,400 Bales During the Week.--Drouth Continues, Cattle Dying, and All Crops Are Threatened.--Prayers for Rain.

(Special Correspondence of The Tobacco World.)

Havana, Cuba, April 22, 1907.

The conditions in the country here for want of rain have become so serious that all the churches in Havana, and I presume likewise in the country, are having special prayers for rain, as the cattle in the country are dying by the hundred, the young sugar cane is perishing and all the crops of vegetables as well as the fruit trees are seriously jeopardized, while a good many forest fires have added to the general discomforts, causing untold damage. The weather here in Havana, however, seems to indicate that rain is near at hand and the weather bureau has been predicting rain since last week, so it is to be hoped that the precious liquid will soon descend from the heavens.

Of course this has also destroyed all hopes of getting a further quantity from the growing tobacco plants, but as there is at times some sort of a mist in the early morning in the country, it has enabled the farmers to bundle and pile some of their dried tobacco which was hanging on the poles.

The market in Havana has shown some activity last week, as will be seen later on by the amount of sales reported. Prices remain firm, and as the good tobacco of the coming crop will be actively and keenly competed for no retrograde movement seems possible for this year.

The American buyers who have visited us lately have not engaged in very large operations, as they seem to be rather timid in paying the current prices, but the movement was helped by quite fair purchases of the buyers for the Austrian regie.

Buying has been going on very heavily in the country of the Vuelta Abajo and Partido sections, and it can now be stated that the bulk of the good part of the crop has nearly entirely changed hands and has been taken by the manufacturers and our local dealers. Prices are considerably higher than last year, but it remains yet to be seen how the final yield may turn out in the escojidas. Nothing has yet been done in the Santa Clara province, as the farmers are demanding crazy prices, such as $30 per qq in bundles, (including stems of the plant) which no sensible packer would dream of paying this year. Owing to the heavy, rancid quality this year none of our packers feel disposed to undertake anything unless prices come down to such a level that it will be an object for dealers or manufacturers to take hold of this class of tobacco. However, this does not preclude that possibly one or the other concern here might step into the market and pay unwarranted prices to the farmers, the same as was done last year, and that then the majority of our dealers will likewise jump into the market in order not to get left.

Sales

have run up during the past week to 1,389 bales in all, consisting of 273 bales of Vuelta Abajo, 35 bales of Partido and 1,081 bales of Remedios. For the American market 514 bales were purchased, for local consumption 300 bales were taken, and for Austria 575 bales were bought.

Buyers Come and Go.

Arrivals:—Charles Vogt, of Carl Vogt Jr. Sons, New York; Matt Berriman, of Berriman Bros., Tampa.

Returned:—Joseph Mendelsohn, of Mendelsohn, Borneman & Co., New York and M. Suarez & Co., Havana.

Departures:—Samuel Mendelsohn, for New York; Leopold Loeb, for Philadelphia; Benigno Balbin, for Tampa.

Havana Cigar Manufacturers

continue to work moderately, as the trust strike has not been positively terminated, although it looked last Saturday as if the cigarmakers were seeing the unreasonableness of their demands, and as the trust held out a hope to them of coming to an understanding with them later on in the season, it is more than likely that they will resume work this week. Orders seem to be coming in fairly large quantities from the United States, although this is the off season of the year.

H. Upmann & Co. shipped 600,000 cigars during the past week of their own and other independent manufacturers' brands. The factory is quite busy.

Partagas is also working upon fair orders. Don Eustaquio Alonso left last Saturday, per steamship Reina Maria Christiana, for Spain, his native country. He is taking a well earned vacation, but expects to be back here as soon as the busy season commences again. He may visit the customers of Cifuentes, Fernandez & Co. in Spain, as well as in other parts of Europe.

Sol is receiving large orders from the National Cuba Co., as it seems that Behrens & Co. are still holding a fairly large stock of 1904 and 1905 tobaccos.

Eden is doing as well as the rest of our independent factories.

Buying, Selling and Other Notes of Interest.

Sobrs. de Antero Gonzalez have been making exceedingly heavy purchases in the Vuelta Abajo, aggregating about 250,000 matules, which would be at least 5,000 bales, which are all of the lowland section, such as San Juan y Martinez, San Luis, Barbacoas, Rio Seco, Rio Feo, Las Ovas and Rio Hondo. Prices may be high, but the tobacco will be of the finest grown this year.

J. F. Berndes & Co. have been purchasers during the past week of 575 bales of Remedios.

Loeb-Nunez Havana Co. sold 300 bales of leaf during the past week. President Leopold, who had made a trip to the Vuelta Abajo and Partido section in company with Governor Nunez, left again on Saturday per steamship Havana. Governor Nunez started on Sat-

Rutherford Clear Havana Cigars are sold by successful dealers. There is a Reason.

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Especialidad en Tabaco de Santa Clara de Primera Clase

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Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

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QUALITY ALWAYS RELIABLE

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Habana

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Growers, Packers and Exporters of

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Egido, Corner Dragones Street, HAVANA

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Independent Cigar Factory

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Cifuentes, Fernandez y Ca.

Proprietors

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AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA — *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" **HAVANA, CUBA**

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Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

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Branch Houses: 616 W. Baltimore Street, Baltimore, Md. — P. O. Box 433, Tampa, Fla.

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J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128 Cable: "JOMAGARCIA" **HABANA, CUBA**

urday night for the Santa Clara province, to again study the crop situation there from personal observation.

Bacharach & Friedman were purchasers to the extent of 256 bales of different kinds of leaf.

Rodriguez, Bautista & Co. disposed of 250 bales of Remedios. Their buyer, Don Juan de la Puente, is still in the Vuelta Abajo trying to secure additional vegas from the best sections in the lowlands. They will make a large packing in Vuelta Abajo, as well as one in Artemisa. Don Antonio Rodriguez Bautista left on Saturday per steamship Reina Maria Christiana, for Spain, taking a well earned rest, and at the same time for the benefit of his health.

Benigno Balbin secured 225 bales of Vuelta Abajo for his Tampa firm.

Miguel Gutierrez was a seller of 224 bales of Vuelta Abajo and Remedios during the past week.

Samuel Mendelsohn evidently must not have bought much, as all I could learn was that he invested in some 125 bales of Remedios.

Muniz Hnos. & Co. have bought so far about 1,000 bales of lowland Vuelta Abajo, as well as about 1,000 bales of Remates. The former includes such famous vegas as La Vega de Agua Dulce and La Vega de Mendez, from Las Ovas.

The firm of Grau, Planas & Co. has been finally dissolved, Don Baldemero Grau retiring, and Don Juan and Don Jose Planas continuing the business under the style of Planas & Co. at the old stand, Reina 22. Planas & Co. have started the ball rolling by selling 200 bales from their stock during the past week.

Gonzalez, Benitez & Co. sold some 75 bales of Remedios out of their holdings.

RECEIPTS FROM THE COUNTRY.

	Week ending April 20 Bales	Since Jan. 1 Bales
Vuelta Abajo	1,213	5,188
Semi Vuelta	88	340
Partido	9	350
Matanzas	52	211
Remedios & S. Clara	5	4,707
Santiago de Cuba	5	1,714
Total	1,372	12,510

TOBACCO MATTERS AT LANCASTER.

Little Change in Leaf Market—Packers Well Cleaned Up—Leaf in Farmers' Hands—An Increased Acreage.

Lancaster, Pa., April 29.

The local leaf market shows little or no change since my last report; transactions were mostly of a small nature, and confined for the most part to jobbing houses.

Packers have cleaned up their floors remarkably well for this time of the year, due largely to the now more or less extensive method of bulk sweating, by which means the tobacco can be gotten into case and piled up for a natural summer's sweat sooner than in the old way, and by this method any damage that the crops may be heir to will develop more quickly. It can be then promptly cleaned and much ultimate labor of rehandling saved to packers.

There is still an abundant amount of tobacco to be bought from the farmers, and some driving is also being done, but buying is not so rife. Farmers are holding tenaciously to the idea of a higher price than is now being generally offered, although as high as 13 cents, and in one or two isolated instances during the past week, 14 cents was paid.

In the meantime farmers are actively preparing for this year's planting, and if one may judge from the number and size of this year's seed beds there will undoubtedly be a vastly increased acreage.

Conditions in the cigar manufacturing trade can be said to be only fair, and comparatively few factories can be said to be busy in this section. The revenue returns are, however, encouraging and show that while in this immediate vicinity there may have been a dullness noticeable, some one in the Ninth District has been turning out at least a usual quantity of goods.

There is talk of a new leaf jobbing house being soon started in Lancaster, but the plans are not yet fully matured and no information is given for publication.

Deep sympathy is expressed by every one in the trade for Harry Trost, whose son, Chas. H. Trost, a promising young man of 25 years, died on April 14. Mr. Trost, Sr., has been for a decade the official leaf tobacco inspector in this city for F. C. Linde, Hamilton & Co., of New York, and is known to practically everyone in the trade. The son had lately been in the employ of the Spalding & Merrick branch of the American Tobacco Company as traveling salesman.

He was taken ill at Cumberland, Md., brought home by his father and subsequently died, although everything that medical skill could do was done in an endeavor to save the young man's life.

Abram S. Goff, a farmer and tobacco packer at East Petersburg, died last week at his home, of a complication of diseases, at the age of seventy-four years. He had retired from active work for eight or nine years.

Geo. N. Fehr, of John U. Fehr & Son, leaf tobacco dealers and packers, at Reading, spent some time last week among cigar manufacturers in this county showing samples of his firm's packings of Connecticut tobacco.

John F. Schnupp, with L. G. Haeussermann & Sons, of Philadelphia, has been in this section on a week's visit among cigar manufacturers.

—The Mutual Cigar Co., of Scranton, Pa., has been incorporated with a capital of $25,000. The directors include David Sprucks, L. B. Cornell, John W. Huber, J. Vopond, Jr., of Scranton, and Harry LaBar, of Dunmore, Pa.

Constitution Seed and Havana stands for Quality and Workmanship. Remember that.

PABLO PEREZ — CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

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Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

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Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

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A. M. CALZADA & CO.

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JOHN W. MERRIAM & CO.

"At the Sign of the Bull Dog," New York

Real Habana Segar Makers and Importers

Habana Scraps and Cuttings for Sale

TOBACCO NEWS OF GREATER NEW YORK

New York Bureau of The Tobacco World
New York, April 30.

One reason for the apparent dullness during the spring season this year is that instead of a great many small sales, quite a few large ones can be accounted for. A sale of an entire parcel of Sumatra tobacco, consisting of nearly 300 bales, to a large Western cigar manufacturer is as good as accomplished by one of our new Sumatra importing houses.

Manufacturers are not now constantly in the market as in former days. Their time is somewhat more precious and they can also base their calculations to a better advantage, by buying in larger quantities. That can also be said of our large jobbing houses, and manufacturers will find these latter soon ordering their summer supplies.

Several fair sized lots of domestic tobaccos, chiefly 1906 Pennsylvania broadleaf, also changed hands, and prices in this class of tobacco remain steady.

There is still quite an unusual demand for Havana wrappers, and anything approaching the wrapper line is eagerly picked up. Although the coming crop of Partido tobacco is said to be large and very fine, it can be stated with authority that the price will be extremely high, for the reason that the Cuban manufacturers are working from hand-to-mouth and are anxiously awaiting the time to work the new tobacco.

No Sumatra inscriptions will be held in Holland for some weeks, and most American buyers have adjourned to one of the many different bathing resorts in Europe for a much needed rest. In the meantime importers in this country will try to place their late purchases and what little there is left of last year's crop.

• • •

One of the oldest and most respected tobacco packers, and a former cigar manufacturer, died last week, Mr. Isaac Bijur, the father of A. Bijur, the present president of the Leaf Tobacco Board of trade. The marriage of Mr. A. Bijur to a daughter of Jacob Wirtheim, president of the United Cigar Manufacturers' Co., was to have taken place last week and 400 invitations had been sent out but have been recalled. Mr. Bijur's funeral was attended by the Leaf Tobacco Board of Trade in a body, as well as by our local dealers and manufacturers.

• • •

Another old time cigar manufacturer, Louis Ash, is retiring from active business. Ferdinand May will continue the business under the old firm name of Louis Ash & Co.

• • •

Mr. Jacoby, of the firm of Meyer & Mendelsohn, left this week for Los Angeles, Cal., his former home, which he has not visited for nearly fifteen years.

• • •

Max Schatz, of the Suesskind-Schatz Co., cigar manufacturers, East Fifty-ninth street, has severed his connection with that firm, and has taken a position with M. Kline & Co., clear Hav... manufacturers.

• • •

L. Lowenstein, of Hyman Bros. & ... Lowenstein, left for Europe last ... in order to take a much needed ... tion. He will also visit Amsterd... and purchase a supply of Suma... tobacco.

• • •

L. Ruppin, of Akron, was a visi... in Gotham recently.

• • •

The firm of Mendel & Co., whi... consists of two nephews of the late ... Mendel and Mr. Mayer, the bookkeep... of the former concern, have started ... manufacture cigars, and have lea... the entire building at 109 East Fou... eighth street, where they will turn ... cigars of every description.

• • •

Jacob Stahl, Jr., & Co., makers ... the well known Brunswick cigar, ha... rented a five story building at Nos. ... eighth street and First avenue, and w... remove from their Forty-second stre... factory this week.

• • •

There was a fire scare this week ... the tobacco centre, but thanks to ... great fire organization, it was confin... to one house in Maiden Lane.

• • •

William Hirschl, formerly with Fren... feld & Co., has connected himself wi... the Eisenberg Sumatra Co., and ... represent them in the far North-We...

• • •

Boldly walking into a stable in La... Seventy-first street early one morni... last week, three men took a truck a... team of horses, and, without a word ... the employes of the place, who we... looking on, drove to the warehouse ... the Lancaster Cigar Company, in Ea... Seventy-fifth street, loaded three pac... ing cases of cigars into the wagon an... drove away.

Their boldness would have succeed... only for the suspicion of Policem... Joseph Cech, who thought it strang... that a loaded truck should be in t... street before daybreak.

He arrested Charles Reilly, who w... driving, the other two men gett... away.

In Yorkville Court Augustus Blum... thal, head of the cigar company, w... the factory had been robbed, and Re... was held on a charge of burglary a... also charged with grand larceny f... stealing the truck and horses.

• • •

Geber & Merdes, importers and pac... ers of leaf tobacco at 175 Pearl stre... closed out this week a pretty fair si... lot of Connecticut broadleaf to an Ea... ern manufacturer. They report a go... business so far this year.

• • •

Stephen G. Ruth, of the Allen T... bacco Co., informed me that the fact... was behind on the Telenette Nickel...

HUNTER—A Nickel Cig...
Has won many races for dealers.
Try it.

A. COHN & CO.

IMPORTERS OF

Havana and Sumatra

PACKERS OF

Seed Leaf Tobacco

and

Growers of Georgia Sumatra

142 Water Street, New York

EDEN CIGAR FACTORY

of

BANCES & LOPEZ
HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK
Will receive and attend to orders
Cigars made strictly of very best Vuelta Abajo Tobacco

ENOS SMITH EDMUND H. SMITH

Hinsdale Smith & Co.

Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF **Tobacco**

125 Maiden Lane
NEW YORK

ESTABLISHED 1840 CABLE: "NARGIL"

gars. Other brands of little cigars come and go, but the Telenette appears to hold on in this market. It can be truthfully stated that at the present time they are enjoying the largest sale they have ever had

• • •

A. H. Pettit, leaf broker at 157 Water street, who has been on the sick list for some time, is again on the street attending to business.

• • •

Fritz Jacoby, the broker, accompanied by Mrs. Jacoby, left on the 11th inst., for a pleasure trip to Europe. He will not return before the middle of July, but business will be going on as usual at his office during his absence, under the careful management of F. Schuler.

• • •

Morris J. Tropauer, an independent wholesaler, at 714 Lexington avenue, is enjoying a large and increasing trade. He has been pushing lately the Buffalo and Monogram, two of his own brands, and he has succeeded in placing them. Louis Krause represents the firm in the Harlem and Bronx districts, while Louis Beringer looks after the downtown trade.

• • •

The United Cigar Stores Co. has inaugurated a new wage scale with their clerks, and the same is in effect in over sixty of their city stores. Instead of paying the clerks a straight salary they are giving the stores 6 per cent of the receipts, and this is divided among the two or three clerks in charge. Each store pays its own porter out of the commission.

• • •

Mr. Jones, of Steffens, Jones & Co., the cigar band importers, said they were as busy as they cared to be. They make up an endless variety, and their goods are being used from coast to coast.

• • •

The Mentor and Ramly cigarettes are actually being given away in New York on account of the lawsuit the Mentor Co., of Boston, has commenced against the American Tobacco Co. The Waldorf-Astoria Segar Co. and A. H. Hillman Co., wholesalers, are pushing these goods for further orders.

• • •

On May 1 Fritz Jacoby, the well known leaf tobacco broker, now at 163 Water street, will remove to new quarters at 135 Front street, and will occupy a suite of rooms Nos. 601 and 602.

• • •

Word has been received that advices have reached Boston that the merger of the Buffo, all tobacco little cigars with the American Tobacco Co., is an accomplished fact, and in connection with which a somewhat peculiar transaction is alleged to have occurred. The former manufacturers of the Buffo, so the story goes, had extensive transactions with a large New York concern, which were of such a nature that considerable pressure could be brought to bear, and which resulted in the capitulation of the manufacturing company to the house in question, and which house when it got into possession of a control of the business promptly turned it over to the American Tobacco Co. $80,000 is the price said to have been paid for the Buffo brand, and for the purpose of retaining the individuality of the goods, the plant is to be continued under the former name. This

(Concluded on page 18)

Constitution Seed & Havana Cigars
are the Best that can be made.
Do you sell them?

JOSH BILLINGS

5c. Cigar

"There hain't none better than the best."
—JOSH BILLINGS.

This Is the Best.

A cigar of merit with a push behind it.

The Best Little Cigars ever offered the American public.

Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship.
Finest package.

I. LEWIS & CO.

Makers,

Established 1870. **Newark, N. J.**

Z. JOHN NORRIS,

Manager of the Philadelphia Office,

111 Market St.

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia.

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PHILADELPHIA, MAY 1, 1907.

WILL SHADE GROWING REVIVE?

A revival of shade-grown tobacco is reported from Connecticut, where the growers five years ago were so crazed with the idea that they plunged into covered cultivation with all the means at their disposal and financially wrecked themselves in many instances. The yields for two years were pronounced good, but it was discovered that the leaf was inferior in quality and brittle, and as the farmers had large stocks of it, they naturally suffered heavy losses. This brought the tents down with a rush and caused a reversion to the open-air method of raising Connecticut leaf.

A number of the growers who were bitten during the boom for covered cultivation harbored the opinion that the failure was due to precipitate venturing upon unknown ground, and in order to test their opinions began to experiment in a small way with the cultivation of Cuban tobacco instead of the Sumatra leaf. These courageous growers have had so much success that a revival of covered cultivation is predicted for the Connecticut tobacco region, which will make the New England tobacco growers heavy purchasers of cloth and give their fields the appearance of camps.

The story of the experiences of the tobacco growers in covered cultivation recalls phases of similar crazes in other enterprises. Eagerness for wealth makes men accept surface indications and venture with all the means at their disposal into untried fields of effort. The reported revival of covered cultivation will have a better basis than the movement of five years ago, and those who use tents in tobacco cultivation for the first time this year will profit from the costly experience of those who then risked everything upon a venture.

CHILD LABOR IN PITTSBURG.

In a recent issue of the Rochester Labor Journal there was published the following story of the employment of children in stogie factories in the Hill District of Pittsburg:

"It is no uncommon thing in the Hill District of Pittsburg to find children ten years of age and upward engaged in stogie making.

"Said the factory inspector, O'Donnell: 'Children as young as eight and nine years of age are employed to strip tobacco in the Hill District of Pittsburg.'

"The children may be engaged in 'stripping' the tough fibres from the remainder of the leaf, or they may 'roll' the stogie. Stogie 'rolling' is a trade, which requires long practice.

"'There is a girl who can roll from 1,000 to 1,500 stogies a day,' said a manufacturer in the Hill District, pointing to a mite of humanity whose hands were flying back and forth. 'Yes,' said the Settlement worker who was one of the party, 'but at home she is too nervous to sit still, or eat, or sleep; and 1,500 times a day she bites off the end of a cigar.' To the manufacturer she is a jewel; to the Settlement worker she is a nervous wreck.

"'Stripping' is much simpler than 'rolling' and at it the youngest children are frequently employed.

"In one basement on Webster street, where it is so dark that under no possibility could a picture be secured, four children were at work 'stripping.' One of them sat in the doorway, stooping over a board on which the tobacco was lying. The three others were crouched in various corners of the room straining their eyes to see the work. An outsider would scarcely think that work in such a place would be possible. It was hot in the cellar and close—so close with stale breath and the odor of tobacco that one could scarcely breathe, yet one little fellow, who was stripping ten hours a day, gave his age as thirteen. The Settlement worker said that he was ten.

"In another house, which was owned by the head of the family, two children were working,. Rosy, rolling stogies, and Goldie stripping tobacco. Rosy was thirteen and Goldie was said to be ten—at all events she was very little.

Her face was lined and wan and her shoulders were prematurely bent with toil and the stooping involved in the work, for which there was not the least necessity. Besides owning the house, the father was able to hire two men to help in his tobacco work. Nevertheless, his children must be sacrificed.

"Perhaps the most interesting group discovered lived on Vine street. There were four in the family, and they ranged from ten to fourteen years, all stripping tobacco on occasions, and as the investigation was made during the summer, all were on duty. The youngest boy, four years of age, could strip only two and one-half pounds of tobacco a day, but his big brother of ten, could strip sixteen pounds.

"The father was a strong, active man who was deeply interested in a Wyoming land scheme. In fact, he was so deeply interested that he found it impossible to take time to work for his family, which lived a hand-to-mouth existence, stripping tobacco in the room which was used as kitchen, dining room, sitting room and part bed room, eating when opportunity offered, and always looking forward to the day when tobacco would be a thing of the past and Wyoming a living reality."

—Delmas has now reached the height of fame—a new brand of cigars has been named after him.

Philadelphia Tobacco Trade

One of the most important events in the retail trade circles of this city during the past few days was the closing out by R. W. Boch of his interest in the retail cigar business of Boch & Co., Inc., and which interest was taken over by John J. Gilmore, who had been pecuniarily associated with Mr. Boch since the beginning of that business venture, although he has been heretofore, as he will be hereafter, a silent figure.

Mr. Boch has not been in good health for some time, and immediately after concluding the consummation of the deal which relieved him of responsibility, he went to Atlantic City for recuperation.

Important other changes have however, also occurred in the management of the establishment. N. M. Griffen, who had been Mr. Boch's first assistant, some weeks ago resigned his position, and has been succeeded by Chas. J. Wogan, who was formerly of the old cigar firm of Broomall & Wogan. In addition to Mr. Wogan there has also been chosen a special buyer for the house, in the person of James Garfield Atherholt, who formerly had been employed in the cigar department of the fancy and importing grocery house of Finley Acker & Co., but who subsequently took a position as salesman with the American Tobacco Co., but from which he had also resigned some time ago.

The business is to be conducted on pretty much its former lines.

Later developments indicated that Mr. Boch will soon again be prominently identified with the trade, in association with Nicholas M. Griffen, who before coming to this city was connected with the Havencia Cigar Co., of New York, manufacturers of the Hurdle cigar.

The new firm has secured cigar stand facilities in the expansion corridor of the Real Estate Trust Co. Building, at Broad and Chestnut streets, and almost immediately adjoining the Boch & Co. store. The idea is to have perhaps two or more stands in the building, as well as vaults for the storage of fine cigars.

Mr. Griffen returned a few days ago from a visit to New York, where he made selections of certain grades of goods for the new stands, and in fact business has already begun. A box trade is being done from the former office of Mr. Boch, and before many more days the stands will be installed, and the formal opening will take place.

Sobel, Fain & Sobel is the name of a new firm of manufacturers and retailers at the northwest corner of Tenth and Arch streets, and successors to M. I. Lifshetz, who had been the proprietor of the place for some few years past. Mr. Lifshetz is, at least for the present, out of business entirely.

H. G. Alces, representing Simon Batt & Co., New York, manufacturers of clear Havana goods, was a visitor here this week, among dealers and jobbers in high grade goods.

Yahn & McDonnell, at Fifteenth and Chestnut streets, have added a line of the San Felice cigar, a well known product of the Deisel-Wemmer Co., of Lima, O.

Chas. C. Heisler, a veteran cigar jobber, and who was quite a landmark in the trade, died suddenly last week of paralysis. He was sixty-three years of age. After the funeral services, which were held at the Heisler residence, 4301 Walnut street, interment was made at Milford, Del. He is survived by a widow and four children, three sons and one daughter.

A. Boyd Wilson, with Trujillo & Co., of New York and Key West, was a recent visitor in local trade circles. He was also C. W. Saunders, representing the Cortez Cigar Co., of Key West.

Jack Fowler, general selling agent of the United States Tobacco Co., of Richmond, Va., after a tour of the country, which extended to the Pacific coast, has returned to his local headquarters in this city, highly pleased with the result of his trip. Jack will shortly visit the Jamestown Fair, where his firm is installing an elaborate exhibit of its products.

J. Harvey McHenry, of Arthur Hagen & Co., did some rapid motoring during last week, and during which visited the trade in the coal regions of Pennsylvania, and afterwards visited Richmond, Lynchburg and Bedford City, Va.

T. H. Hart & Co. are now exploiting the Makaroff, a new Boston made Turkish cigarette, and on which they are meeting with unusual success. The house recently took the distributing agency for the product.

Large factories are for the most part comfortably busy, and in a few cases orders are coming in at an unusually rapid rate. The Theobald & Oppenheimer Co. are among the most busy factories of the city at the present time.

A slight fire occurred a few days ago at the cigar box manufacturing plant of Sheip & Vandegrift, Inc., and for its timely discovery and the prompt and efficient work of the fire extinguishers, with which the plant is equipped, the building might have been reduced to ashes. It was confined to a basement room, and happily it was extinguished even before the arrival of the fire engines, and the loss is reported as only trifling.

There is little of interest transpiring in the leaf trade, and not a few buyers are making some complaint of the leaf trade, others, however, are taking a more philosophical view of the situation, and taking the elegant results of last year's business into consideration are willing to abide their time for a livelier business.

It is a notable fact that the retail cigar manufacturers are rapidly retiring out, and for which the continued high prices of leaf tobacco is the cause more than any other one thing. Profits, they declare, were so seriously affected that in some instances it became almost impossible to realize on the business and make a comfortable living, and not a few have put situations in other and larger factories where they now have not only a remunerately good, but also fixed income, and greater contentment. Jobbing dealers have found this to be the case to a considerable extent and are handling it in their store sales.

MILTON H. RANCK

Successor to

W. R. COOPER & CO.

Packer and Dealer in

Leaf Tobacco

Wholesale and Jobbing

YOU are cordially invited to examine some Specially Desirable lots of

¶Pennsylvania
¶Connecticut
¶Wisconsin
¶Ohio and
¶Big Flats

Nos. 201 and 203 North Duke Street

LANCASTER, PA.

Packing House: - - - Strasburg, Pa.

We believe in Honesty, Good Workmanship, at fair prices to all. Correspondence Solicited

THE OLD HONESTY CIGAR BOX CO., C. W. Bucks, Gen. Mgr.
Rear 634 Washington Street, Reading, Pa.

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

1903-4-5 Zimmer Spanish, 1905 Gebhardt, 1905 Dutch, 1905 Connecticut, etc.

FARNHAM & REYNOLDS

Home Office: ADDISON, N. Y.

Packers of Finest Big Flats and Onondaga **Cigar Leaf Tobacco**

Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn.

CONNECTICUT HAVANA SEED

T. J. DUNN & CO.

Makers of the

BACHELOR CIGAR

401-405 E. 91st Street, NEW YORK

Established 1890

Emory Martin

E. S. SECHRIST

Dallastown, Pa.

Manufacturer of

Fine and Common CIGARS

Capacity, Twenty Thousand per Day

We Make The Best **Peach & Prune Essences** In the Market

ACME EXTRACT & CHEMICAL WORKS

E. G. Eckert, Proprietor — Hanover, Pa.

W. E. Gheen, of Jersey Shore, Pa., was in the local trade for a few days this week.

Harry Vetterlein, son of Julius Vetterlein, has been for some days at Lancaster, and in company with the local buyer of the house, has been driving in that county, picking up a few desirable crops here and there, although no special effort was made to buy h.avily at prices still prevailing there.

John F. Shnupp, with L. G. Haeussermann & Sons, has been in the Penn-sylvaina manufacturing districts for the past ten days.

Chas. Hipple, of Hipple Bros. & Co., recently returned from a visit to their packing house in Lancaster county, where he found things progressing very satisfactorily.

After a two weeks' visit to the trade in this section, Robt. M. Granat, of Gillen & Granat, York, Pa., who consummated some good sized transactions, has returned to his home in York.

Arguments were made this week on the appeal in the lower court in the case of The Juan F. Portuondo Cigar Mfg. Co., vs. Vicente Portuondo Cigar Mfg. Co., and which decision was in favor of the first named.

It will probably be some days yet before a final decree is issued.

TURKISH TOBACCO MONOPOLY.

Consul E. L. Harris, in writing from Smyrna on the tobacco and cigarette trade in the Ottoman Empire, which is in the hands of a monopoly, The Regie Co-interessee des Tabacs de l'Empire Ottoman, says:

This organization has well equipped factories all over the country which turn out various grades of cigarette tobacco and cigarettes, which they retail, it is claimed, with enormous profits. The retailing is carried on through numerous tobacconists, who receive a commission of 5 per cent. Narguileh tobacco, called "tumbeki," which is used in the water pipes or hu.ble-bubble, is also controlled by a smaller organization with similar rights as the cigarette monopoly.

The cigar trade in Turkey is limited, owi..g to the fact that only a small part of the population smokes tobacco in that form. The Regie manufactures a certain amount of cigars of fair quality, but indifferent flavor. The balance of the cigars consumed in the Empire are imported from Hamburg, London and Antwerp. Imported cigars pay a duty of 75 per cent, which limits the quality to a somewhat low standard.

Consul Harris also reports that by a recent decision of the council of ministers of the Ottoman Empire the exportation of tobacco seed has been entirely prohibited from all parts of Turkey, for the following reason:

This measure has been taken with a view to protect the tobacco trade of Turkey, which in recent years has suffered considerably from the competition of South African and other planters who produce large quantities of tobacco grown from Turkish seed. I am informed on good authority that from natural causes, tobacco grown in other parts of the world from Turkish seed will only produce one crop of tobacco having the fragrance of the original stock, and that the seed of crops grown abroad will only produce a very inferior tobacco. Up to the present it has been the custom for planters outside Turkey to purchase fresh seed every year for their plantations, chiefly from the regions around Cavalla, in Macedonia, and ancient Ephesus, in Asia Minor, which produce the finest flavored Turkish tobaccos.

TOBACCO IN TRINIDAD.

Consul W. W. Handley, of Trinidad, furnishes the following report on the tobacco trade of that island:

During the year ended March 31, 1906, there was imported into Trinidad, from all countries, 630,296 pounds of unmanufactured tobacco, valued at $54,835. About 95 per cent. of it came from the United States, principally from Virginia and Louisiana. The importers prefer to receive it in half and quarter hogsheads. Duty, 30 cents per pound. There was also reported during the same period 149,435 pounds of cigars and cigarettes and other manufactured tobacco. A considerable quantity of tinned smoking tobacco and cigarettes in small tin boxes is imported from England.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA

NEW YORK
CHICAGO
ST. LOUIS

HUNTER BEST FOR A NICKEL is all to the front; made by EL DRACO CIGAR MFG. CO., Philada.

CIGAR RIBBONS

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain

Largest Assortment of Plain and Fancy Ribbons

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.

36 East Twenty-Second St., NEW YORK

MARCUS JASKULEK

Packer and Dealer in

Leaf Tobacco

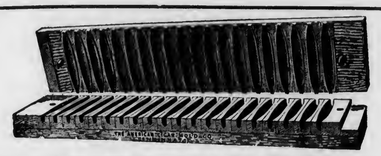
Nos. 812, 814, 816 East Third Street
Dayton, Ohio.

Joe Endress, Jr. — A. C. Kercher

Pioneer Leaf Tobacco Co.

Germantown, Ohio

Packers of CIGAR LEAF TOBACCO



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Why should the Cigar Manufacturer pay Agent's Commission? We furnish All Shapes of the Best Grade Cigar Mold, direct to Manufacturer and will duplicate exactly any shape you are now using.

Send for our Catalogue of 1,500 Shapes

The American Cigar Mold Co., Cincinnati, O.

Wisdom on the Label
Wisdom in the Cigar

A 5c. Smoke that is so Good It is Bound to Repeat

Ohmit & Kraft

East Prospect Pa.

SIGNS!

Designers, Printers, and Lithographers of CLOTH, ROPE FIBER and CARDBOARD SIGNS, AND PAPER POSTERS.

In Weatherproof Colors

We have Something New In FOLDED EDGE SIGNS.

UNION LABEL on Work When Desired

Write for Prices and Samples — We Furnish QUALITY AND SERVICE

THE MASSILLON SIGN & POSTER CO.

MASSILLON, OHIO.

Walter B. Hostetter & Co.

Packers and Dealers in

Leaf Tobacco

We make SCRAP FILLER for Cigar Manufacturers

WRITE FOR OUR PRICES AND SAMPLES

Rear of 144 W. Market St., on W. Mason Ave.

YORK, PENNA.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

W. W. STEWART & SON

Reading, Pa.

Makers of the

JOHN HAY

LADY HELEN

10c.

JOHN HAY, Jr.

ELI PERKINS

5c.

High Grade Seed and Havana Cigars

Correspondence with Responsible Houses Solicited

L. J. SMITH & CO.

Wholesale

Cigar Manufacturers

and Dealers in Leaf Tobacco

Red Lion, Pa.

With Specially Designed Bands.

and PAN ANNA

5c. Cigars

TWO HAVANAS

Two for Five Cents

Correspondence with Responsible Houses solicited.

Private Brands made to order.

J. F. REICHARD

Wholesale Dealer in

LEAF TOBACCO

of All Grades

Craley, Penna.

SMITH BROS.

Brokers in Domestic and Imported LEAF TOBACCO

No. 17 Charter Street, Dayton, O.

Ohio Goods Our Specialty

TOBACCO NEWS OF NEW YORK.

(Continued from page 13)

action is said to have also been necessary in order to retain the union label. In fact it is stated that the union has consented to permit this provided the American Tobacco Co. signs an iron-clad agreement, to which it is altogether likely they will not accede, and the ultimate outcome of the blue label question is therefore still hanging in the balance.

• • •

Harry Spingarn, of E. Spingarn & Co., returned last week from Europe. Harry gained quite a few pounds of flesh and is now hustling to take orders for his purchases and also to reduce weight.

• • •

Fred. Opp and L. Woldike, both Western tobacco merchants, were visitors here recently.

• • •

Sam Goldberg, representing the Lilly Cigar Co., Kalamazoo and Detroit, Mich., made some heavy purchases in our market this week.

• • •

Herzog Bros., cigar manufacturers, Canal street, have made a settlement with their creditors at 20 cents on the dollar. The same was confirmed Monday. The liabilities amounted to $7,000.

• • •

Sigmund Rosenwald was elected Trustee of the Hebrew Orphan Asylum at their meeting held Sunday. Mr. Rosenwald takes an active interest in the affairs of the institution.

CIGAR TRADE DULL IN YORK.

Some Factories Report Business Slow, But Others are Said to be Fairly Busy.

York, Pa., April 29.

The cigar industry in this county at this time is exceedingly dull, and in some sections it is worse than it has been known to have been for quite a long time. In the vicinity of McSherrystown this is particularly true, but a little further on, at Littlestown there is again noticeable more activity.

Geo. W. Parr, at that place, is well filled with orders and a good force of cigarmakers is being steadily employed.

Jas. Collins, of Littlestown, is also again about to resume operations, but as a non-union shop.

Geo. A. Buddy, of Littlestown, has opened a factory a few miles out of the town, and just across the Maryland border line.

The McSherrystown Cigar Co. reports that it had also felt the effect of a dull spell, but that orders are again beginning to arrive and prospects are brighter.

The Ideal Cigar Co., at Centennial, a strictly union factory, is having quite a fair run of trade, and Mr. Lawrence, the treasurer, informs me that they have excellent prospects for a good year's business.

At Hanover there is a diversity of reports. I find a few factories, among which might be mentioned Frank J. Sneeringer, A. F. Hostetter, etc., who are well filled with orders, but quite a number of others with whom the trade at present is very quiet.

Seaton Heindel, a former Dallastown cigar manufacturer was brought to York last week by his physician, for a surgical operation for apendicitis, with which he was suffering.

M. A. Emenheiser, a cigar manufacturer at New Bridgeville, has placed machinery in his factory for the purpose of making his own scrap.

Trade-Mark Register.

MONTGOMERY COUNTY COURT HOUSE 15,356

For cigars. Registered April 10, 1907, at 9 a. m., by I. Hart, Norristown, Pa.

7205 15,357

For cigars. Registered April 10, 1907, at 9 a. m., by I. Shankman, Chelsea, Mass.

ROVER STRAIGHT 5 15,358

For cigars. Registered April 10, 1907 at 9 a. m., by S. Rose, Boston, Mass.

SEVEN TWENTY-FIVE 15,359

For cigars. Registered April 10, 1907, at 9 a. m., by I. Shankman, Chelsea, Mass.

DELMAS 15,360

For cigars, cheroots, chewing and smoking tobacco. Registered April 11, 1907, at 9 a.m., by S. S. Flinchbaugh, York, Pa.

ROYAL QUEEN. 15,361.

For cigars. Registered April 10, 1907, at 9 a. m., by Zinke Mercantile Co., Fon Du Lac, Wis.

JACK HUNTER 15,362

For cigars. Registered April 9, 1907, at 9 a. m., by Ivan T. Gotwalt, York, Pa.

REJECTED.

Blue Ribbon, Rosedale, Hello Bill, La Summit, Booser, Rajah, Little Indian, La Anna, Castle, Royal Flush.

CANCELLATION.

The Roosevelt. Registered for cigars by the 44 Cigar Co., of Philadelphia, on April 9, 1907, has been cancelled.

J. B. MILLEYSACK

Manufacturer of

Fine Havana Hand-Made **CIGARS**

No. 821 Lake Street

LANCASTER, PA.

Correspondence with the Jobbing Trade solicited.

Geo. W. Conway

DALLASTOWN, PA.

Manufacturer of

Nickel & Medium Price

CIGARS

For Wholesale and Jobbing Trade.

ESTABLISHED 1889 INCORPORATED 1902

A. B. HESS CIGAR CO.

SUCCESSORS TO

J. E. Sherts & Co.

LANCASTER, PA.

Manufacturers of

High Grade Seed and Havana

Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

E. RENNINGER

Established 1889

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

The Gilt Edge

Cigar Box Factory

CIGAR BOXES

SHIPPING CASES

LABELS

EDGINGS

RIBBONS

J. FRANK BOWMAN

Cigar Manufacturers' SUPPLIES

of All Kinds

51 Market Street

LANCASTER, PA.

Daily Capacity: Five Thousand Boxes

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE

Is specially adapted to give that Peculiar Sourish Effect desired. **Chaskel's Flavors** the **Cheapest** in the market, considering **what they do.**

A Card Will Bring More Information and Prices.

Chaskel Chemical Works

265 West Broadway, New York

W. H. RAAB & SONS.

MANUFACTURERS OF

High Grade Cigars.

LA CUBANA CIGAR FACTORY No. 463

CAPACITY 75,000 PER DAY

ESTABLISHED 1871.

DALLASTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day

5c. Brand

Is Strictly Union Made

Ideal Cigar Co.

CENTENNIAL, PA.

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

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San Francisco, 320 Sansome Street.
L. S. SCHOENFELD, Mgr.

H. F. KOHLER
Nashville, Pa.
Maker of HIGH GRADE, HAND MADE
Seed and Havana and Fine Nickel Cigars
For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited

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Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
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No. 307 North Queen St.
LANCASTER, PA.

RE-MAKING CIGAR BOXES.

Several months ago, when the constantly increasing cost of lumber and other material entering into the manufacture of cigar boxes made it imperative for boxmakers in all sections of the country to advance their prices, an agitation was started in the East for the establishment of a co-operative box factory to be backed by men prominent in the cigar manufacturing business. The plan had the support of the leading trade paper devoted to this line of manufacture, the Tobacco Leaf, and the following editorial appearing in a recent issue of this publication would seem to indicate that the fight against the boxmaker had taken a different course.

The slackened demand for cigars, which always come at this time of year, corrects temporarily the inadequacy of the cigar box supply, says the Tobacco Leaf of March 13. This is the dull period for the cigar box factories, and except for some few delays, due to the shortage of lumber, the boxmakers are filling all orders promptly, and could fill more.

One fact is still painfully evident to the cigar manufacturer, however, and that is that he is paying 15 to 20 per cent. more for his boxes than he was a year or two ago, a condition for which the box factory people are holding out no hope of relief. The cigar man, already staggering under increasing selling expenses, the continually advancing labor scale and the sky scratching figures he has to put up for his leaf tobacco, turns desperately to the boxmaker for an explanation. He is told that the advance in box prices is due to the rise in the cost of lumber. This is cold comfort to the cigar manufacturer, but it is unquestionably the truth.

The question naturally arises: Why this stringency in the cigar box lumber market, and is it irremediable?

Cigar box timber may be generally divided into two classes, the imported and the domestic. The imported is cedar and comes chiefly from Cuba and Mexico. Some is imported from Porto Rico and South America, but the quantity is too small for consideration. The Cuban and Mexican cedar costs the boxmaker 12½ to 14 cents in square logs, as against 8 cents two years ago. In round logs it costs him 10½ to 11 cents, as against 5¾ cents in 1905.

The domestic lumber is known in the trade as "white wood." It consists mainly of poplar, of which Kentucky, West Virginia and Tennessee are the chief producers. The price of poplar has gone up 50 per cent. during the past two years, and the lumber cutters are many carloads behind in their deliveries.

The imported cedar is used for the better grades of cigars, while the poplar is used for cheap cigars, and is employed as an imitation of the foreign wood.

Different causes are assigned for the advances in Cuban cedar, chief among which is the depletion of such forests as are commercially available. As for the "white wood" advance, it is said that poplar is in rapidly growing demand for a vast variety of manufacturers outside of the cigar box industry, and, while there is no hint at the exhaustion of the growth, the cutters and the railroads, owing to limited facilities, are unable to "deliver the goods;" hence the doubling of the price.

These conditions are beyond the influence of the tobacco industry, and apparently beyond the control of the box manufacturers. But a striking feature brought to the fore by this lumber stringency is that the United States Government is deliberately destroying cigar boxes at the rate of over 100,000,000 per annum. In the face of a scarcity of box material, which amounts to a hardship to the cigar industry, the Treasury Department, through its internal revenue provisions, demolishes more than 110,000,000 of feet of good cigar box lumber every year.

It costs the manufacturer of clear Havana cigars from 10 to 11½ cents for every box that leaves his factory. This does not include the cost of labels.

Practically all of these boxes are as good as new when the last cigar is sold. If the bare boxes, stripped of all labels and trimmings, could be used the second time, they would be worth at the least calculation 5 cents each, at which valuation there would be a saving to cigar manufacturers of $5,000,000 per year. But the law steps in and forbids that either the boxes or (in effect) the lumber of which the boxes are composed shall be used for the same purpose again.

In prescribing that cigars shall be packed in boxes never having been used before for that purpose, the Government's only object is to minimize the temptation to re-use the Government's stamps. It is an extreme precauton taken by the Treasury Department against the possibility of fraud.

In other words, the law exacts a tribute of over $48,000,000 a year from the tobacco trade in the form of internal revenue taxation, and then compels the cigar manufacturer to dump $5,000,000 worth of personal property into the junk pile, for the sole purpose of facilitating the collection of the tax.

The tobacco trade is healthy and good natured. It goes plodding along year after year, growing and thriving and pouring a goodly share of its golden grist into the yawning maw of the United States Treasury, despite the many hardships and impediments, natural and departmental, that are thrown across its pathway. So long as cigar boxes were reasonably cheap, it was not remarkable that the cigar factory

HUNTER BEST FOR A NICKEL
is all to the front; made by
EL DRACO CIGAR MFG. CO., Philada.

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Office and Warehouse:
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Located on Main Line
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E. L. NISSLY & CO.
Growers and Packers of
Fine Cigar Leaf Tobacco
Fine B's and Tops Our Specialty
Critical Buyers always find it a pleasure to look over our Samples
Samples cheerfully submitted upon request
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LEAF TOBACCO
138 North Market St.
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All Grades of
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Office and Warehouse, 15 East Clark Avenue
Manufacturers of
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W. B. HOSTETTER & CO.
Packers and Dealers in
Leaf Tobacco
Rear of 144 West Market Street, on Mason Avenue,
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We Make SCRAP FILLER for Cigar Manufacturers.

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO
Jobber in Sumatra, Florida Sumatra and Havana
Lemon and Arch Sts. Lancaster, Pa.

and THREE CUBANS
MANUFACTURED BY
Central Cigar Company
LEWIS SMITH, Proprietor
Forbes and Marion Streets, Pittsburg, Pa.
Wholesale and Jobbing Trade solicited.

UNION MADE — SOLD ON ITS MERITS

TOM BAINES

Nickel Goods.

Strictly a First Class Article—Equal to Any Union or Non-Union Cigar on the Market—Probably Better, You to Judge—and Prices No Higher than Others.

Factory 1895. First District Penna.

H. G. Burky, Maker, Reading, Pa.

UNION MADE — BLUE LABEL USED

Established 1895 Telephone Connection
T. L. ADAIR
Manufacturer of
Fine Cigars
Red Lion, Pa.
Special Lines for the Jobbing Trade

H. G. BARNHART
Cigar Manufacturer
Springvale, Pa.
One of Our Leading Brands:
Cuban Duchess
Only High Grade Tobacco Used
Cigars always duplicate

All Jobbers Who Handle Travellers Tips

Say it Always Moves Well
"A Good Five Cent Cigar"
Abbott Cigar Co.
ABBOTTSTOWN, PA.

man gave no thought to the wholesale destruction of his property by Federal decree. But, under the trying conditions now existing and outlined above, it may indeed be described as extraordinary if cigar manufacturers do not begin to "look after their fences;" particularly those fences lying along the party lines which separate the Governmental acres from individual ground.

* * * *

On the foregoing, "Packages," a box trade journal of Milwaukee, comments as follows:

It is a question whether boxes could be remodeled in the manner suggested, even taking it for granted that the Government would concede the point, and this for various reasons. First of all, it is a well-known fact that sizes of boxes vary a great deal and it would be necessary, therefore, to take boxes apart entirely before they could be remodeled. This would be essential for the further reason that the paper trimmings could hardly be removed, while the box remained intact. It would mean considerable labor to do this, as care must be exercised to avoid the breakage of the various pieces of which the box is constructed and to properly remove the nails that have held the box together.

After this step there follows, in the writer's mind, a treatment of immersing the pieces of wood in water, as a means of removing the labels, the caution notice, revenue stamp, and edging. Following this the stock must be thoroughly dried and in such a way that it will remain perfectly flat and not warp out of shape. And after all these preparatory stages, the material must go through every step of manufacture that is ordinarily required in the building of a new box. The cost of manufacture under such process would be a considerable item and it is quite doubtful whether any saving on the product could be effected in this way.

The boxmakers have been roundly scored during the past six months as being largely responsible for the advance in prices that have taken place and it must prove a matter of much satisfaction to the trade that the real facts of the lumber situation should be brought before the cigar manufacturing interests and the boxmakers' position placed in the right light. Our contention that advances were warranted is confirmed without any mincing of words, and this will do much to renew the confidence of the cigar manufacturer in his boxmaker. The time has surely come when a better feeling should exist, and, under prevailing conditions, it will be to mutual interest if the two lines will stand closer together, for the benefit of all concerned.

And yet the article above quoted is but a half truth. It is a positive fact that cigar boxes are sold today on a closer margin than ever before; it is absolutely true that the bare box exceeds in actual cost the selling price, and this can be proven beyond the question of a doubt. In a recent issue of Packages this matter was fully covered, and the cost of production itemized and tabulated, and it would appear from this that the boxmaker is indebted to his margins on labels and sundries and the jobbing of supplies for the wherewithal that keeps body and soul together.—Packages.

Constitution Seed and Havana Cigars
Made in the good old way.
EL DRACO CIGAR MFG. CO., PHILA.

TOBACCO IN MEXICO.

Consul P. C. Hanna, of Monterey, reporting on the sales of American tobacco in Mexico, says:

All through Northern Mexico the "shuck cigarette" is the most popular among all classes. The "filler" is tobacco imported from Kentucky, Tennessee, and Virginia, and the wrapper is of ordinary husk. The annual consumption of these cigarettes, the fillers of which are entirely of American tobacco, amounts to several hundred millions. It is estimated that a pound of tobacco will furnish fillers for 4,000 of these cigarettes, and that in the year 1905 1,292,178 pounds of American tobacco were brought into Monterey, nearly all of which was used in their manufacture. The value of the tobacco in the United States was $85,397 American money, the duties thereon at 55 cents per kilogram (2.2 pounds) amounted to $330,000 Mexican, so that the cost laid down in Monterey represented more than half a million Mexican pesos. In the year 1906 the demand for this kind of tobacco had increased, and 1,539,886 pounds of it were imported into Monterey from the United States, the original value being more than $104,000 gold, the duties being $395,000 Mexican, which made the tobacco represent in Monterey about 600,000 pesos, or $290,710 gold.

Mexico stands next to Cuba in the manufacture of fine cigars, yet it will surprise many to know that the most popular cigarettes in the Republic are made from American tobacco, and the demand therefor is steadily increasing, about 7 carloads of such goods arriving in this city monthly.

TOBACCO IN ITALY.

Consul J. E. Dunning, in the following letter from Milan, traces the growth of cigarette smoking in Italy and other European countries, and also gives the reduced Italian prices on tobacco extract.

In 1884 the Italian consumption of cigarettes was about 23,000,000 pieces for the year, at about which figure it remained for some years, until in 1892 there was a noteworthy augmentation, reaching to about 200,000,000 pieces. Since then the growth has been going on until in the fiscal year 1905-6 the consumption was one and a half billion pieces, a number which tends to increase. Figures filed at Milan show that in 1870 in France the consumption was 16,000,000 pieces, and that in 1906 it had risen to more than 2,000,000,000 pieces. In Germany in 1893 the consumption was 600,000,000 pieces, and in 1904 4,000,000,000. The manufacture of cigarettes is a Government monopoly in Italy. The total consumption of the Kingdom amounts to 30 cigarettes a year for each soul of the population, or 77 per year for the male population of voting age.

The King has signed the decree which went into effect on April 1, 1907, by which the price of extract of tobacco in 2 1-5 pound cans will be reduced from 34 to 30 cents, and cans of 55 pounds from $6.75 to $6, with three intermediate sizes reduced in proportion. It was intended to favor the agricultural interests of the Kingdom by fixing on tobacco extract, which has a large use in that way, a price lower than that prevailng in the foreign markets. The extract in Italy is supplied from the Government monopoly, which handles the making of cigars and cigarettes.

BRBANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars

JOHN D. LONG
OFFICE: No. 118 Mifflin Street
Manufacturer of Cigars
FACTORY: Cor. Maple & Plum Aves.
Lebanon, Penna.
A Specialty of Private Brands. Telephone Connection Samples Sent to Responsible Houses.

HERMAN DELLE

York, Penna.
Maker of
Delman 10 and 5c.
Herdel 5c.
Alex. Martin 5c.
UNION MADE
CIGARS
Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades
Correspondence solicited
Samples on application
Brands: The Bear, The Cub, Essie, and Matthew Carey

C. E. MATTINGLY & CO.
Manufacturers of
High Grade Union Made
5c. Cigars
FOR THE Wholesale Trade Only
Union Chief
Supreme Union

McSherrystown, Pa.

El Ono
Union Made
5-Cent Cigars
are as Good as Cigars Can be Made
Chas. A. Oberly, Maker
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Cigars of Quality Sell and Repeat.

Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
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Maker of
High Grade Cigars Exclusively.

GEO. W. PARR
Manufacturer of FINE CIGARS
Littlestown, Pa.
MAKER OF
5c. {THE FERNSIDE} 5c.
Sold to the Jobbing Trade only
Correspondence invited

W. R. DAUGHERTY & BRO.

Manufacturers of
Fine Domestic Cigars
Dallastown, Pa.
HIGHEST QUALITY
FINEST PACKAGES
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

R. E. JACOBY
Wholesale Manufacturer of Strictly Uniform Quality of
High Grade Seed and Havana Cigars
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Correspondence with the Wholesale and Jobbing Trade Invited

Established 1870 Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

Describe the Flavor You Want
and our Laboratory will fit you out with complete satisfaction.
Acme Extract and Chemical Works
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CIGAR BOX EDGINGS
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SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Houses

They Smoke It and Come Again

BLEND, QUALITY and WORKMANSHIP to Please the Most Critical Smokers
Manufactured for Jobbing Trade Only
The Toedtman Cigar Co.
Makers of the Highest Grade of 5c. Cigars Exclusively
MIAMISBURG, OHIO.

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Boot Jack Plug
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Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug

They Please All Tastes

Always Uniform and Reliable

EXPOSITION NOTES.

Interest in the coming Tobacco Show is growing and plans are being made steadily by those who have already taken space for exhibits and by those who contemplate coming in. Among the latest to add their names to the list of exhibitors are several firms prominent in New York cigar circles, and whose brands are known from coast to coast.

First among these are E. Regensburg & Sons, makers of the American cigar. They believe in the efficacy of the Tobacco Show to produce results for the manufacturer. Carrying out this belief in the thorough manner in which this house does things, the firm has contracted double the amount of space they used in 1906, and will make one of the handsomest displays in Madison Square Garden. It is designed and ordered now, and will be of such a striking nature that any visitor to the Exposition will not fail to remember the American brand.

A full representation of the members of the firm and the salesmen from the various territories will be in daily attendance, to meet their friends in the trade.

Also, Mr. E. Regensburg and his sons are members of the convention to be held on September 9 and 10, and will be among the active workers to help solve the conditions that threaten the dealers and the independent trade generally.

Of the New York leaf trade, those who have recently arranged for representation are Ernest Ellinger & Co., and Schroeder & Arguimbau, both firms well known to the cigar trade of the country.

From all parts of the United States, Secretary Turk is receiving requests for certificates of membership to the convention of dealers. From Washington, California, Texas, Minnesota, and from nearly every State in the intervening territory, letters have been received from prominent dealers expressing their intention to attend the convention. In some of the remoter points, it has been suggested among the dealers that they get together in their own locality and send on delegates to the convention who would act for the entire number of dealers in a town. The delegates will then present their individual names to the convention as members, and certificates of membership will be sent to them through the respective delegates. In this manner, every dealer may become a member of the body and partake of its benefits, even though he is unable personally to be in attendance.

Thus the convention will have an enormous memership in all sections, all working in concert acccording to the plans outlined and decided upon at the meeting in September. It will certainly be an important movement, and one that should have the support of every independent in the entire tobacco trade.

FACTS ABOUT AMBER.

Santo Domingo is one of the few places in the world where amber occurs in any quantity. The bulk of the supply comes from the vicinity of Konigsberg, on the Baltic seacoast. There it occurs in the lower oligocene, and it appears to have deposited originally in glauconitic beds of clay, which was afterwards eroded by wave action and the amber distributed, though much of it is taken from beds in which it was originally deposited. Amber is simply fossilized resin, derived apparently from certain coniferous trees. The conditions under which it occurs in Santo Domingo do not appear to differ substantially from the Baltic seacoast. It is found near Santiago City, associated with lignite, sandstones and conglomerates. These beds probably belong to the oligocene formation and are found containing amber at a number of places on the north coast, as well as on both flanks of the Monte Cristi range. It also frequently occurs in the streams flowing through these beds. The amber is usually in ovate lumps, from the size of a pea to man's fist, often flattened, dull on the exterior, being covered with a kind of brownish crust.

J. H. LIEFTINCK & ZOON
Sworn Tobacco Brokers
Office and Sample Rooms:
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AMSTERDAM, HOLLAND.

STOKHUYZEN & BROM
Sworn Tobacco Brokers
Office and Sample Rooms:
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AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMAN
Sworn Tobacco Brokers
Brokers to the Deli Maatschappy
AMSTERDAM, HOLLAND
Office and Sample Rooms:
87 Rokin & 100 Nes, opposite Frascati

Color and Cancelling Stamps
Lead Seals and Stencils
QUAKER CITY STENCIL and STAMP WORKS
Incorporated
234 Arch St., Philadelphia

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890
Capacity, 20,000 per Day

RUTHERFORD CLEAR HAVANA LEADER
from the factory of
El Draco Cigar Mfg. Co., Philada.

WM. STEINER, SONS & CO.
Lithographers.
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540-550 W. 58TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

NEW ORLEANS. SAN FRANCISCO
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI.

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

LABELS
Cigar Ribbons Silk, Imitation & Mustinola Ribbon
CORRESPONDENCE SOLICITED
KEYSTONE VARIETY WORKS HANOVER, PA.
ESTABLISHED 1890
GIVE US A TRIAL. WE WANT YOUR OPINION
Printed or Stamped in Gold or Silver
BANDS
STOCK CARDS

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

Established 1877 New Factory 1904
H. W. HEFFENER,
Steam Cigar Box Manufacturer
Dealer in Cigar Box Lumber, Labels, Ribbons, Edging, Brands, etc.
Howard & Boundary Aves.
YORK, PA.

Weidman Bros. & Moyer
Manufacturers of
Cigar Boxes
Special Attention to GOLD LEAF EMBOSSING HIGH GRADE Work
Factories:
Womelsdorf, Pa., Sinking Spring, Pa.
Established 1891

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes AND Shipping Cases
Dealers in
Labels, Ribbons, Edgings, etc.
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ADEN BUSER
MANUFACTURER OF
Cigar Boxes and Cases
DEALER IN
Lumber, Labels, Edging, Etc.,
R. F. D. No. 3, YORK, PA.

E. A. CÁLVES & CO. HAVANA 123 N. THIRD ST. PHILADELPHIA
IMPORTERS OF

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES, AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIE
First Quality, Long Filler, Hand Made

JOHN SLATER & CO.
MANUFACTURERS OF
Hand-Made, Long Filler and Mold Stogies

OUR OTHER BRANDS
NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.

Factory: LANCASTER, PA.

Porto Rico Cigar Co.
Red Lion, Pa.
WHOLESALE CIGAR MANUFACTURERS
Major Paul
Lord Selkirk } 5c.
Arrow Point
Tom Lewis—2 for 5c.
Wholesale and Jobbing Trade Only

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
Manufactured Only by
LEONARD WAGNER
Factory No. 2 707 Ohio St., ALLEGHENY, PA

GEO. STEUERNAGLE
THE CELEBRATED

HAND-MADE STOGIES.
Manufacturer of
Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
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HAROLD FRIES
FRIES & BRO.
92 Reade St., NEW YORK
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the . . .
WORLD-RENOWNED
SPANISH BETUNS
Only Non-Evaporating
Cigar and Tobacco Flavors
SWEETENERS, ETC.
Sample Free The Most Popular Flavor since 1855 Please Write for Them
Guaranteed to be the Strongest, Cheapest, and Best

Leaf Tobacco Markets.

BALDWINSVILLE, N. Y.

The work of preparing the seed beds is in progress and the growers generally have given the question of seed this year much study and thoughtful consideration.—Gazette.

CONNECTICUT VALLEY.

As there is nothing doing in the line of tobacco sales the next thing of interest is the progress of the plants in or out of the seed beds. Not much of the tobacco has been removed or taken from the beds. In some of the beds the plants have begun to show themselves, but in most of them a man must be sharp sighted to discover even one little tiny plant. Saturday I asked one man in this locality whether his plants were up. His answer was that by looking closely one might find one hundred plants, and that bed is a good average. Of course, in those beds in warm, natural, sheltered places the plants show all over. But, as a rule, I think the beds are as forward as the season. So long as so many snowbanks are in sight, and we have such high winds as were in evidence Saturday, with the ground as dry as it has been until recently, vegetation will not make very rapid strides, and that is why I spoke of that particular bed being an average bed.

Our correspondents write:

East Deerfield, Mass.: "Tobacco beds are most all made this week; one or two will be sown next week with sprouted seed. Acreage will be a little larger this year. No barns will be built, but all extra room will be made use of."

Agawam, Mass.: "No tobacco is left in growers' hands. On account of continued cold weather, plants, doubtless, will be late and scarce, as few have glass, depending almost entirely on cloth. No increase in acreage."

Suffield, Ct.: "Many of the farmers have sown their tobacco beds, and in many instances have raked them over and put in new seed rather than take chances with that previously sown. The ground freezes hard nearly every night, and the days are cold and the sun don't warm up the cold ground much, and though some have plants up, it is too cold for them to grow."—American Cultivator.

EDGERTON, WIS.

So far as transactions in the 1906 crop are concerned, the business of the season has very nearly closed. Riding in the country districts is almost entirely suspended and only an occasional movement is reported at rare intervals. Former purchases too are practically received and warehouse handling is a great measure completed. Four more warehouses in this market have closed during the week leaving only a few others to complete the work of the season. The large 1906 crop has been received from the growers in the bundle and taken care of within the usual time limits, showing that the warehouse capacity of the State is ample for even a larger crop than the State has yet produced.

No sales of either new or old leaf have come to notice during the week and dullness prevails in the Eastern markets.

A good portion of the seed beds for another crop have now been sown. The weather continues cold and seed can scarcely be expected to make much progress until warmer conditions prevail. Some growers will not put out their seed until more satisfactory growing weather arrives, claiming they can lose nothing by waiting.

Shipments, 500 cases.—Reporter.

PATENTS RELATING to TOBACCO Etc.

851,218 Cigar lighter; Charles E. Bessel, Jersey City, N. J.

850,921 Cigarette machine; Emil Georgii, Stuttgart, Germany.

851,263 Boxing machine; Benjamin W. Tucker, Newark, N. J., assignor to American Tobacco Co., New York City.

—W. D. Castro, Chicago, has been incorporated with a capital of $25,000, to manufacture tobacco products. The incorporators are W. D. Castro, H. G. Chisholm and W. L. Lomay.

—A certificate of incorporation has been filed at Columbus, O., by the Charles Boalt Tobacco Company of Cincinnati. Incorporators: William F. Bruenger, Clifford Y. Walker, C. G. Boalt, R. Y. Spaulding and John H. Dickerson; capital $10,000.

—Isaac Bing, who for thirty seven years conducted a cigar and tobacco store and cigar manufacturing establishment at Wilmington, O., died a few days ago after a four weeks' illness. Mr. Bing was born in Oversseeman, Hesse-Darmstadt, Christmas day, 1838, and came to this country in 1856. He was married in Chicago, November 1, 1865, to Henrietta Rosenthal, a native of Bavaria, and in 1870 they moved to Wilmington, which has since been their home. The widow survives him, but they never had children.

Rutherford, Constitution, Hunter—a strong trio.
El Draco Cigar Mfg. Co., Philada.

MINNICH BALING PRESS

Patented March 9, 1897
For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.
Specially Constructed
..PRESSES..
For Leaf Tobacco Packers
Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability; as well as ease and quickness in operation. Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.
MINNICH MACHINE WORKS
Landisville, Lancaster Co., Pa.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
27 South Second Street
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
Correspondence Solicited
JOHN A. SAUL
Le Droit Building, WASHINGTON, D. C.

METAL EMBOSSED LABELS METAL PRINTED LABELS
ENGRAVING EMBOSSING
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING SPECIAL DESIGNS

JACOB G. SHIRK
Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds
Are the CIGARS of the following Registered Brands
"Brilliant Star" Clear Havana . . 10c.
"S. B." Half Havana . . . . . 5c.
"S. B." Little Havanas . . . . . 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made 2 for 5c.
Special Brands Made to Order
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here We Will Save You Money

For Sale by All Dealers
VIRGINIA PERIQUE

MIXTURE
The AMERICAN TOBACCO CO., NEW YORK

E. A. CÁLVES & CO. IMPORTERS OF HAVANA 123 N. THIRD ST. PHILADELPHIA

"AS GOOD AS THE NAME"

E. REGENSBURG & SONS

THE AMERICAN

TRADE MARK. REGISTERED

HAVANA CIGARS

NONE GENUINE UNLESS BEARING THIS BAND WITH OUR TRADE MARK IN COLORS

E. REGENSBURG & SONS THE AMERICAN

BEWARE OF IMITATIONS.

ON SALE EVERYWHERE

Constant Growth

signifies

Constant Merit!

Cigars that hold the confidence of their smokers pay dealers best.

DIAMOND JOE CIGAR FACTORY brands stand pre-eminently in a class of their own.

H. FENDRICH

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Ten-Cent Brands: Duke of Westminster, Admiral Gherardi, Gen. Warren, La Responder, Marcana, La Cantidad

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Manufacturers of CIGARS & Dealers in LEAF TOBACCO,

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Maker of

High Grade Cigars

Communicate with Factory

No Salesmen MILLERSVILLE, PA.

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THE TOBACCO WORLD

Established in 1881. Vol. XXVII., No. 19. PHILADELPHIA and NEW YORK, MAY 8, 1907. One Dollar per Annum. Payable in Advance.

Philipp J. Kolb & Co.

Importers & Packers

OF

LEAF TOBACCO

310 Race Street Philadelphia

• CENTRAL UNION •

No other brand of Tobacco has grown so quickly in public favor

Reasons:

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Union Label

Friendly Dealers' Aid

and

Tobacco Trust's Hostility

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New Crop

SUMATRA TOBACCO

Samples gladly submitted on application

2,600 Bales Purchased at the First Four Inscriptions

H. DUYS & CO.

No. 170 Water Street, NEW YORK

De Amsterdamsche Tabakshandelmaatschappij, Amsterdam, Holland

Growers and Packers of

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LA HILDA CIGAR FACTORY
(INCORPORATED)
MANUFACTURERS AND IMPORTERS
231 CHESTNUT STREET
CORRESPONDENCE SOLICITED PHILADELPHIA

EISENLOHR'S Cinco Philadelphia CIGARS

As Clean as the Food You Eat
Vesper CIGAR 5¢
(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
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CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

Reserved

Reserved

Factory 1839, First District Penna.
Pathfinder
SOLD UNDER PURE FOOD LAWS
W. K. Gresh & Sons, Makers, Norristown, Pa.

SUPERIOR Quality and Workmanship
Vicente Portuondo CIGAR MFG CO. PHILADELPHIA Cigars
Factory No. 968, First District Penna.

YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
All Jobbing Houses

If You Want to be in HAVANA
Smoke CAMELA 5c. CIGARS
Made by HENRY HEYMANN'S SONS
Sinking Spring, Pa.

Parmenter Wax-Lined Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U.S.A.
Sole Owners and Manufacturers.

THE TOBACCO WORLD
Vol. XXVII., No. 19 PHILADELPHIA, MAY 8, 1907 One Dollar the Year

NATIONAL CIGAR LEAF ASSOCIATION AGAIN MEETS IN ANNUAL COUNCIL.

Goodly Number of Delegates and Numerous Members of the Trade in Attendance at Ninth Annual Convention. Much Routine and New Business Transacted. President Bijur's Able Address. New York Shone in All Its Brilliancy.

CORDIAL WELCOME AND MAGNIFICENT ENTERTAINMENT FOR THE DELEGATES.

[Special Reports to The Tobacco World by Staff Correspondents.]

New York, May 6, 1907.

The Ninth Annual Convention of the National Cigar Leaf Tobacco Association opened this morning at 141 Maiden Lane, under the auspices of the New York Leaf Tobacco Board of Trade, representing packer, importer and dealer.

Evidences of careful preparation were everwhere prevalent, and after the usual exchange of courtesies the assemblage quickly settled down to active business.

Many of the out of town delegates had arrived in New York as early as Saturday last, and a few from the more distant points had reached Gotham several days previously.

Chairman Cullman, of the Entertainment Committee appointed by the New York Board, was early on the scene and greeted all with his cheerful and characteristic handshake. A spirit of good fellowship was manifested instantly and spontaneously.

Charles Fox, New York
Present Secretary

The annual address of the President of the Association has always been one of the most interesting events of the occasion, and this year it was even more eagerly and intently listened to than ever before.

As has been the custom for some years past, it was read during the first or morning session and occupied a considerable portion of the time. It was the all important feature of the session, and is herewith reported in its entirety as follows:

Gentlemen of the Convention:

The ninth annual convention of the National Cigar Leaf Tobacco Association shows no diminution in the interest taken in our proceedings by our members, and continues to assure the tobacco trade of the permanence of the institution that labors for its benefit. As predicted a year ago there has been less agitation of a public nature for the officers of your Association to contend with than in previous years, but there have been many matters requiring their attention.

Philippine Tariff.

The Payne Philippine Tariff Bill died with the present Congress and it is possible when the subject is re-opened in another Congress that the lowering of the tariff for the benefit of the Filipinos may be recommended in a spirit that will not antagonize the domestic tobacco and cigar industry. In 1909 the clause in our treaty of peace with Spain, providing that we make no special tariff rates for our own country with the Philippines which would give us preferential rates over Spain will come to an end, and agitation to do something to get the trade of the Philippines for American manufactured products will be renewed. With the thorough understanding of the Philippine tobacco situation by all of those interested in the domestic tobacco industry it is unlikely, if due care is used, that any measure containing a great menace to our trade will be passed by Congress. The trade must be prepared to make opposition should the occasion arise, and not permit itself to be tired out by the ceaseless efforts of those who are trying to tie the Philippine Islands to us absolutely and forever by the bonds of commercial interest

A. Bijur, New York
Present President

In view of the great demand in the United States for leaf tobacco during the past year, an effort has been made to win friends for the measure in our trade with the contention that the free admission of Philippine tobacco would supplement our sources of supply and relieve the existing stringency. This suggestion should not deceive anyone.

We have reliable statistics along the lines of a very close parallel which are most edifying. For the past six years leaf tobacco and cigars produced in Porto Rico have been granted free admission into the United States and the history of this movement, compiled from the official records, is significant. In 1904 we imported from Porto Rico 2,922,896 pounds of leaf tobacco, valued at $383,917. Our imports of leaf have since declined rapidly in quantity and have risen phenominally in price. The figures for the calendar year 1906 show importations of 1,961,378 pounds, valued at $808,962. In other words, our cigar manufacturers who have used Porto Rican leaf were able in 1906 to obtain only about half as much as in 1904 but paid more than three times as much per pound.

Turning to the imports of cigars we have quite a different story. In 1903

F. Eckerson, Philadelphia
Present Treasurer

we imported 53,910,000 cigars, valued at $1,441,196, while in 1906 we brought in 127,470,000 cigars valued at $3,733,128. It would be difficult to devise a more instructive exhibit bearing upon the probable movement in leaf tobacco and cigars should Philippine products be admitted free of duty. The peculiar prejudice in favor of the imported cigar would give an enormous stimulus to the production of cigars in the Philippines for export to the United States and practically all the desirable leaf would be made up in the Islands, and little of it shipped to this country in the unmanufactured form.

The plea of the advocates of the Philippine tariff bill that the people of the Islands, and especially those engaged in the tobacco industry, are in dire straits and need our assistance is absolutely groundless. You are fami-

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Packers and Dealers in
Importers of HAVANA and SUMATRA SEED LEAF **TOBACCO**
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Importers of Sumatra and Havana
and
Packers of Leaf Tobacco
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GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
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J. S. BATROFF
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

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THE TOBACCO WORLD

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The preceding cut is a fac-simile, in its actual size, of the Precinta, or Warranty Stamp, which is used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that the Cigars, Cigarettes and Cut Tobacco packages which bear these stamps were made in Cuba.

Thus a copy of the Warranty Stamp, attached to any Box of Cigars and Cigarettes or to any Package of Cut Tobacco, means that those Cigars, Cigarettes and Cut Tobacco have been made in Havana, Cuba, with the Genuine Tobacco Leaf grown on the Island of Cuba.

DON'T FORGET THIS, IMPORTERS, DISTRIBUTORS and RETAILERS.

THE COLORS OF THE PRECINTA:—Black with Pale Blue Ground; fac-simile of the Seal of the Presidency of the Republic, Sky Blue.

liar with the predictions of disaster to the cigar making industry in Manila and vicinity which have been sent to Congress from time to time with the official endorsement of the Secretary of War. As a matter of fact, during the past two years wages in the industry have steadily risen, the output of the factories has rapidly increased, and is now said to be only limited by the number of skilled operatives available.

The influx of many foreigners under American occupation has greatly increased the consumption of cigars and the exports show no decline. According to the latest available figures, the shipments for the nine months ending September 30, 1906, were valued at $728,816, as compared with $672,053 for the corresponding period of 1905. In spite of the increased demand for leaf for manufacturing purposes the Islands produced a surplus for export for the nine months of 1906 amounting to 15,002,492 pounds, valued at $1,039,307, compared with 13,529,737 pounds, valued at $957,155 in 1905.

During the recent session of Congress a measure of great importance to the people of the Philippines was passed authorizing the establishment of an agricultural bank, the profits of which on a 4 per cent. basis are guaranteed by the Government of the United States. The regulations prescribed by law for the operation of this bank have been drafted with a view to providing loans at low rates of interest to firms and individuals engaged in agriculture and according to the enthusiastic assertions of friends of this measure in both Houses of Congress it cannot fail to stimulate the productions of all the leading crops of the archipelago and especially tobacco, sugar and hemp.

Cuban Reciprocity Treaty.

More than a year ago the Administration at Washington took preliminary steps looking to the negotiation of a new reciprocity treaty with Cuba in which it is understood American products would be accorded greater reductions in the hope that the reciprocal advantages, promised when the original agreement was concluded, might be realized. Disturbances have since arisen in the Island making it necessary for the United States to intervene and although peace has been restored it has not been deemed practicable to advance the pending negotiations. The present plans of the State Department contemplate the conclusion of a new treaty in time for its ratification by the incoming Congress, with the understanding that it shall take effect in December, 1908, when the existing convention expires.

With regard to the new treaty, I would recommend that our trade take a determined and vigorous stand on the one phase of this subject that will present itself to everyone as fair and reasonable. Cuba imposes a duty of five dollars a pound on our tobacco. We impose duties respectively of thirty-five cents and one dollar and eighty-five cents per pound, each less twenty per cent. on her tobacco. If Cuba's duty on our tobacco were not higher than our duties on her tobacco we would do an enormous business in exporting tobacco to Cuba. If the Cubans want tariff concessions further than those they now have, I recommend that we agree to any rate of duty that Congress may desire to impose, but demand that the same rate of duty shall be imposed by Cuba on our tobacco. This is real reciprocity, and this we are entitled to. I recommend that we urge that the duty be uniform, should any further reduction be contemplated, because if it is not so Cuba could keep out all of our tobaccos under the plea that, owing to their size, they are all wrappers.

Revision of the Tariff.

The outlook for the revision of the present tariff law has undergone many changes during the past twelve months. At various times during the past year the advocates of revision have appeared to be on the eve of forcing Congress to take up the subject in the very near future, but in each case the high protectionists have opposed the movement with great energy and have succeeded in completely dominating the situation. At the beginning of the re-

RUTHERFORD CLEAR HAVANA CIGARS
Are Popular
Because They Please the Consumer.

A Good Pair to Go On . . .

Two of Our Popular Five Cent Brands.
Our Goods are Made of Best Selections,
Made Carefully, and Made to Duplicate.

Wolf, Neff & Co.
RED LION, PA.

INCREASE YOUR PROFIT!
Columbia Straight Will Do It.

We bought a large supply of Good Havana and Domestic Tobacco at the right time.——We are located where Good Workmen can be had at Fair Prices.
These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.

Fred Schlaeger & Co., Columbia, Pa.
Samples on application.

cent session of Congress it seemed probable that a joint resolution would be adopted authorizing the Ways and Means and Finance Committees to sit during the recess beginning March 4, 1907, with a view of determining the necessity for tariff changes and possibly what changes should be made. The conservative element in both houses defeated this plan, and although the Finance Committee has been authorized to hold sessions during the current recess for the consideration of general customs and internal revenue matters, it has been authoritively announced that the subject of tariff revision will receive no attention.

At the present time there is a strong disinclination on the part of the majority leaders in Congress to contemplate any revision of the Dingley Act before the next presidential election in November, 1908, and observers in Washington are inclined to the belief that no action relating to the tariff will be attempted by the Sixtieth Congress, which convenes next December, but that the subject will be taken up vigorously and comprehensively at a special session following the adjournment of the Congress.

M. M. Fry, Lancaster, Pa.
Chairman Finance Committee

It will be observed, of course, that these suggestions are purely speculative and it is perhaps as far as we can safely go to accept the assurance that we shall not be called upon to meet any of the demoralizing results of tariff agitation during the coming year.

Proposed Bankruptcy Legislation

The usual annual attempt to amend the Federal bankruptcy law of 1898 was again made in a bill introduced in the House by Representative Russell, of Texas. This Association protested against the change proposed to the House Judiciary Committee, and I am glad to say that the attempt at amendment was unsuccessful. It seems probable that the law will remain in force in its present form for some years to come, which I consider a matter for general congratulation.

I. H. Weaver, Lancaster

The Supreme Court's Ruling on the Dock Weight Law.

The United States Supreme Court reversed the decision of the United States Circuit Court of Appeals, thereby confirming the practice of the Treasury Department in assessing duty on leaf tobacco on the basis of its weight on entry. This disposes of the possibility of effective opposition to the dock weight section of the present tariff and we must hope to secure a modification of this clause when a new tariff law shall be under consideration. It will then be our duty to bring all possible pressure to bear upon the House and Senate to change this feature of the law, and as the matter of the injustice of assessing duty on moisture has been thoroughly agitated I believe the trade will find no difficulty in securing the change it desires if proper representations are made to the Senators and Congressmen at that time.

Louis Newburgh, Cincinnati
Present Vice President

The "Free Leaf" Bill.

No question before Congress in recent years, not even excepting the Philippine Tariff Bill, has been of greater importance to the members of this association than the so-called Free Leaf Bill introduced in the House in December, 1905, and finally defeated in the Senate Finance Committee in the last hours of the session just closed.

The measure is similar to bills presented in Congress from time to time during the past half dozen years, but never before have its friends made so active a campaign to secure its passage; and its defeat, due in a large measure to the work of this association, is a matter of general congratulation. It is to be hoped in view of the extraordinary developments before the Finance Committee that resulted in the death of the measure, that it will not be revived in the coming Congress, but should it again be brought forward you should co-operate with your officers most vigorously in obstructing its passage, for its enactment would be most disastrous to the tobacco trade at large and to our own branch in particular.

The bill, H. R. 14972, entitled "For the Relief of Tobacco Growers," was presented early in the last Congress, by Representative John Wesley Gaines, of Tennessee. It was stated by the author of the measure that it was intended to relieve the tobacco growers of Kentucky, Tennessee and Virginia of certain restrictions prescribed by the internal revenue laws and regulations the practical effect of which was to limit competition and deprive them of any market except such as might be afforded them by the purchasing agents of an alleged combination said to be made up of the American Tobacco Co., the Imperial Tobacco Co., and the foreign regies or Government monopolies.

Without inquiring into the merits of this phase of the question and even admitting for the sake of argument that the object sought was in every way a proper one, the most casual examination of the bill referred to demonstrates that, if enacted, it would demoralize the entire tobacco industry and would drive every legitimate leaf dealer out of business.

Under the present law a grower of leaf tobacco may sell to whom he pleases and may even dispose of his entire crop without making any record whatsoever of his transactions. Individuals, firms or corporations buying from the grower, however, are not permitted to dispose of their purchases to others without qualifying as leaf dealers, keeping the records prescribed by the Internal Revenue Bureau and submitting to the usual Government supervision. The Gaines bill, however, proposes to relieve parties purchasing from growers of all the requirements of the Internal Revenue Bureau now imposed upon leaf dealers, and thus authorizes unlicensed and unregistered commercial free-booters to compete directly and at an enormous advantage with reputable, long established concerns operating under the strict regulations and close supervision of the Treasury Department. I do not know that I can state the objections to this measure more forcibly than in the terms employed in a protest which was addressed to the Senate Finance Committee against the passage of the bill, in the course of which I said:

Joseph F. Cullman
New York Delegate

"The measure is objectionable from the point of view of the members of this organization for a variety of reasons. In the first place, it represents an attempt in behalf of a comparatively small proportion of the tobacco growers of the country to secure for a certain class of citizens important privileges which are denied to others by stringent internal revenue laws and regulations.

John R. Young, Phila., Director

E. A. CÁLVES & CO. C HAVANA, 123 North Third Street PHILADELPHIA
....IMPORTERS of

Gieske & Niemann, Packers & Dealers in Leaf Tobacco
No. 204 South Charles Street
Baltimore, Md.

"The bill before your committee is simply an entering wedge which its advocates hope will be followed by legislation in the interest of the tobacco grower so liberal that he will be relieved of all the restrictions now imposed by law upon the registered leaf tobacco dealer and the cigar and tobacco manufacturer. This measure was presented to the Ways and Means Committee together with several similar bills, at least one of which provided that the grower should have the right to manufacture his tobacco in any way he might see fit, including the production of cigars, cigarettes, etc., etc., without the payment of tax. While this last mentioned bill was rejected in favor of the pending substitute, it shows the tendency of this legislation in an unmistakable manner."

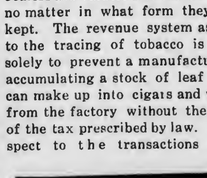
"But the most important objection to this measure, in our opinion, is the fact that it permits any person to become a retail or a wholesale dealer in leaf tobacco without registration, without the keeping of any records, and without any form of governmental supervision. Under this bill, if enacted, there can be no doubt that an army of irresponsible, unregistered and unlicensed dealers would immediately be brought into existence and enabled to compete upon specially advantageous conditions with regularly registered and licensed dealers who are obliged to keep complete internal revenue records. Such unregistered dealers would not only drive the legitimate dealers out of business but they would constitute a grave menace to the Federal revenues as they would constantly invite unscrupulous manufacturers, licensed or otherwise, to purchase material from them on the ground that the Government would have no record whatsoever of the transaction. A manufacturer willing to perpetrate a fraud upon the Government would be greatly facilitated in his operations by such a class of leaf dealers and the loss to the Government, as well as the demoralization of the tobacco industry that would ensue can hardly be overestimated."

Harry W. Bremer, Philada.
Member Transportation Committee

The Gaines bill was passed by the House with characteristic lack of consideration. When it reached the Senate, however, its importance was recognized by the leaders of the Finance Committee and in response to requests for hearings, Senator Aldrich, chairman of the committee, pledged himself and his colleagues to a thorough investigation of the subject. In the hearings that followed every branch of the tobacco trade was represented and it appears that, aside from a relatively small number of growers who are seeking this ill-advised legislation, the Gaines bill is opposed by every element in our industry. Upon this showing the Finance Committee decided to permit the friends of the bill to choose between an adverse report or the pigeon-holing of the measure, and the bill was abandoned without the formality of a roll-call.

I feel it my duty in this connection to state that it is the firm opinion of your officers who have been charged with the responsibility of representing you before Congress and the Departments during the past year, that while neither the grower nor any other individual should be permitted to sell leaf tobacco to a manufacturer without making a detailed record of the transaction, the records of the internal revenue service showing the transactions between growers of tobacco and leaf dealers are valueless to the Government no matter in what form they may be kept. The revenue system as applied to the tracing of tobacco is designed solely to prevent a manufacturer from accumulating a stock of leaf which he can make up into cigars and withdraw from the factory without the payment of the tax prescribed by law. With respect to the transactions between growers and leaf dealers the Government can have no concern, and the great burden placed upon our trade by the present law and regulations in requiring us to keep these unnecessary records is absolutely unjustifiable. We desire to aid the Government in every way in our power to obtain all necessary information with regard to the movement of tobacco passing directly to manufacturers, but we believe that in any legislation that may be enacted in the near future with regard to customs or internal revenue matters a provision should be included relieving us of the necessity of keeping elaborate and costly records of our transactions with the growers.

(Continued on page 15)



A. H. Reeder, Dayton, O.
Member Transportation Committee

Constitution Seed and Havana stands for Quality and Workmanship. Remember that.

Keyno
HAVANA SHORTS
2 oz. 5c.
Norristown
Tobacco Works
NORRISTOWN, PA.
Manufacturers of
Havana Shorts
Private Brands for Jobbers a Specialty
Samples submitted on application

Box Truck will move your Tobacco Cases Easily and Safely

IT is built for Strength, but is not heavy. Notice the position of the Steel Spurs. It won't "Run Away." . . .
Used in Factories and Warehouses
Price: $5.50
Testimonial:--
We have your box trucks in use for years and they have given us entire satisfaction.
J. L. BRENNER & SONS, DAYTON, O.
MANUFACTURED BY
The Wm. F. Kramer Co.
DAYTON, OHIO

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

John U. Fehr Established 1883 Geo. N. Fehr

J. U. Fehr & Son

Importers and Packers of

Leaf Tobacco

700 Franklin St., 101 to 107 S. 7th St.,

READING, PA.

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia

Long Distance Telephone, Market 3025.

S. Weinberg

121 North Third Street PHILADELPHIA

Importer of SUMATRA and HAVANA Dealer in all kinds of SEED LEAF

Tobacco

Cable Address, "Heiland, Lancaster" Telephone Service

JOHN F. HEILAND & CO.

COMMISSION MERCHANTS AND DEALERS

Leaf Tobacco

Eastern Agents MaGee Tobacco Case

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The Miami Valley Leaf Tobacco Co., Dayton, O.;
The Krohn Tobacco Co., Windsor, Ct.;
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Sumatra and Havana

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Packer and Importer of

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LARGEST RETAILERS IN PENNSYLVANIA

No. 240 Arch Street, Philadelphia, Pa.

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE PRESENT CIGAR FACTORY SITUATION IN HAVANA.

Strike in the Trust Factories Confronted with a Shut-Down by the Independents. Quiet Reigns in the Leaf Market.

(Special Correspondence of The Tobacco World.)

Havana, Cuba, April 29, 1907.

The decision of the independent factories to shut down on Saturday night, thus closing all the cigar factories in the city of Havana, has made the strike the most important topic of the day. For some weeks past the independent factories have been reducing their output, not in sympathy with the trust, but as before pointed out in these columns, as a matter of self preservation, for the striking trust cigarmakers were largely supported by their working brethren in the independent factories, and should the former succeed in forcing the trust to give in to their demands, the latter would also have gone on a strike to force the independent manufacturers to do likewise.

A meeting of the Union of Manufacturers was called and stringent measures, no less than the closing of all the independent factories, were decided upon, for since all peace overtures were rejected by the strikers, it was deemed necessary to cut off the base of supplies and practically starve the strikers into submission. A committee was appointed to act for the Union of Manufacturers, which was composed of Don Rafael G. Marques, president of the union, Mr. Heinrich Runkin, head of the firm of H. Uppmann & Co., Don Carlos Behrens, of the Sol Factory. Senor Arguelles, of the Romeo y Julieta factory, and Mr. J. N. Staples, of the trust.

Senor Marques, who was particularly anxious to put an end to the situation, proposed to pay the cigarmakers their wages in American money in October next but this proposition was vigorously opposed by the trust members, and finally rejected, for it was argued that even if it were found possible for the manufacturers to pay wages in American money, and which under conditions now prevailing is utterly out of the question, the cigarmakers would not really benefit, as the prices of the necessities would also be advanced to American money. The manufacturers, who have all been working at a loss, feel that this is a very bad time indeed to consider paying advanced wages, for with the increased cost of the raw material, the short 1906 crop and the averseness of the smoker to paying an additional sum for his favorite cigar which makes it almost impossible for the manufacturers to raise their prices, they have been steadily losing money, and with the bad outlook for the 1907 crop, there is no prospect of their being able to recoup themselves during the coming season. It is hoped, however, that matters will speedily be brought to a satisfactory termination, as the whole country is feeling the effects of the decreased amount in circulation. It is said that since the strike was declared, about $80,000 less per week has circulated than formerly.

The continued dry weather in the country is still retarding the progress of the 1907 crop as it is impossible for the farmers to take down the tobacco from the poles and throw it into piles, as it is too dry to handle except during a few hours in the early morning when the dew in the country is particularly heavy. The escojidas consequently are being delayed, and as the Vuelta Abajo crop is unusually heavy this year, it will be some time before the new tobacco will be on the market, although last year at this time it was already being offered for sale.

The market has been very quiet during the past week, chiefly owing to the lack of buyers from the North, and little was done outside of some small purchases of the new Libra de Pie from the Vuelta Abajo by local houses, and the receipt of some purchases for export to Austria.

Sales.

this week amounted to 1,447 bales, which consisted of 400 bales of Vuelta Abajo (Libra de Pie), and 1,047 bales of Remedios. The destinations of these have already been given.

Buyers Come and Go.

Arrived:—Fritz Lederer, of H. Newburger & Co., Bremen.

Departures:—Charles Vogt, Jr., Manuel Lopez, Manuel Suarez, Joseph and Harry Mendelsohn, and Carlos M. Wintzer, for New York.

Havana Cigar Manufacturers

up till Saturday night were all busy and had all the orders on hand that they could execute so that it is to be hoped the distressing situation will soon be relieved and that the factories will open up again to resume the filling of their orders.

Among the factories which have no cause for complaint are H. Upmann & Co., Sol, Partagas and Eden.

Buying, Selling and Other Notes of Interest.

Aixala & Co. disposed of 400 bales of Remedios to the buyers for the Austrian Regie.

Charles Vogt, Jr., left for his home in New York, after spending ten days here, which time he employed in going over the market thoroughly, and making arrangements to pack the new tobacco in the Vuelta Abajo, Partido and Remedios sections.

Jimenez Triano & Co. sold 400 bales of Remedios.

Harry Mendelsohn, who accompanied his father, Joseph Mendelsohn, North last week, has gone to join the ranks of the benedicts, as he will be married on the 30th inst. to Miss Greta Moore, of New York.

Sobrs. de A. Gonzalez closed out 92 bales of Remedios from their holdings.

Perez & Obeso sold 200 bales of new Vuelta Abajo to local dealers.

Manuel Suarez, of Manuel Suarez & Co., left last week for a trip to New York.

Hernandez & Alvarez disposed of 100

Rutherford Clear Havana Cigars are sold by successful dealers. There is a Reason.

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H. UPMANN & CO.

HAVANA, CUBA.

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In	VUELTA ABAJO	at	PUERTA de GOLPE
"	PARTIDOS	"	SANTIAGO de las VEGAS
"	REMEDIOS	"	SANTA CLARA
"	"	"	QUINTA CAMAJUANI
"	"	"	SANCTI SPIRITUS

FACTORY VEGAS A SPECIALTY

CHARLES BLASCO

Commission Merchant

Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

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Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ — R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO — HABANA, CUBA

S. Jorge — Y. P. Castaneda

JORGE & P. CASTANEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

PARTAGAS

Independent Cigar Factory

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER — *Habana, Cuba*

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Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA — *Habana*

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(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" **HAVANA, CUBA**

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" — Correspondence Solicited in English

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HENRY VONEIFF — F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

PACKERS and EXPORTERS of LEAF TOBACCO

73 Amistad Street, HAVANA, CUBA

Branch Houses: 616 W. Baltimore Street, Baltimore, Md. — P. O. Box 433, Tampa, Fla.

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ

J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128 Cable: "JOMAGARCIA" **HABANA, CUBA**

Rz BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista — **Neptuno 170--174** — Special Partner—Gumersindo Garcia Cuervo

bales of new Vuelta Abajo. Carlos M. Wintzer, of the firm of Charles Blasco & Co., left on Saturday last for New York and during his stay in the North he will call on the friends of his firm in many of the Northern cities.

Urbano Gomez sold 100 bales of Vuelta Abajo Libra de Pie.

Juan de la Rosa turned over 155 bales of Remedios.

RECEIPTS FROM THE COUNTRY.

	Week ending April 27 Bales	Since Jan. 1 Bales
Vuelta Abajo	1,674	6,862
Semi Vuelta	58	398
Partido	10	360
Matanzas	34	245
Remedios & S.Clara	37	4,744
Santiago de Cuba		1,714
Total	1,813	14,323

Storm Damage in Georgia.

Bainbridge, Ga., May 3.

The unusually heavy rains that have prevailed in this section for the past week have done a great deal of damage to growing crops. The tobacco crop is suffering most and planters say that unless they have dry weather the crop will be totally ruined.

With favorable conditions, the tobacco crop in Decatur county this year will be the largest in years. The acreage in tobacco this year over last shows a large increase, but despite this fact the price being paid on contract for the year's crop is higher than ever before. One dollar per pound is being offered for good shade tobacco. Contracts have already been signed for the larger part of the crop, but there are still a few planters who are holding out for higher prices.

McGregor Co. Incorporated.

Green Bay, Wis., May 3.

D. C. McGregor Company is the name of a concern which has just filed articles of corporation with the Secretary of State at Madison. The capital stock of the corporation is $50,000 and Green Bay is its headquarters.

The company is organized for the purpose of conducting a wholesale and retail cigar and tobaccco business, and now owns five stores in this State. The names and location of the houses are D. C. McGregor & Prinz, Green Bay; D. C. McGregor & West, Fon du Lac; D. C. McGregor & Burlingame, Wausau; E. A. Burlingame Company, Marinette; Dunbar & McGregor, Eau Claire.

The incorporators are D. C. McGregor, of Green Bay, A. E. Burlingame, of Wausau, and L. S. Dunbar, of Eau Claire.

In the parlors of the Beaumont House the stockholders and directors held the organization meeting. D. C. McGregor was elected president; A. E. Burlingame, vice-president, C. H. Prinz, secretary, and L. S. Dunbar, treasurer.

Plans for the organization of this corporation have been under consideration for over a year.

Constitution Seed & Havana Cigars are the Best that can be made. Do you sell them?

Results from Good Advertising.

Fort Worth, Tex. May 3.

The advertising campaign now being run by the manufacturers of the "Old North State" smoking tobacco has attracted universal and widespread attention, both on account of its originality and effectiveness. From the very first appearance of that quaint character, Old Mellow his homely philosophy, his humorous manner of expression and his keen wit, have won for him a host of admiring friends as was proved by the correspondence that began to come in daily. As the campaign continued, Old Mellow, with his letters and timely comment on the subjects of the day, soon became generally recognized as a national character.

The firm of R. P. Richardson Jr. & Co., manufacturers of the famous Old North State smoking tobacco, have made the excellency of their product a veritable standard of quality for more than 40 years. While many of the largest advertising campaigns have been waged by this firm, the series of attractive and convincing "ads" now running in the daily and weekly press are generally conceded to be the most sucessful from an artistic, interesting and business viewpoint. While every advertisement is complete in itself, the continuity of the entire series is most cleverly sustained.

Another Warehouse Burned.

Cadiz, Ky., May 3.

The tobacco warehouse of W. R. Wilson, near here, was burned last week, the torch being applied, it is alleged, by a party of twenty-five mounted men, who fired several volleys. Wilson is an independent tobacco handler. Ten thousand pounds of tobacco was destroyed.

WANT BLUE GRASS TOB. CO.

Making Efforts to Secure Former Louisville Concern.

Lexington, Ky., May 3.

There seems to be a good chance of securing the location of the Blue Grass Tobacco Company for Lexington. This company was organized and operated in Lexington for a number of years. About two years ago it absorbed the business of the H. N. Martin Company, of Louisville, and moved to that city. Recently the plant was seriously damaged by fire and the company will be compelled to seek new quarters.

Other cities are making strenuous efforts to secure the location of this business and are offering freedom from taxes and other valuable considerations. This concern pays out over $100,000 per annum in salaries and wages, manufactures an average of one hundred thousand pounds of tobacco per month, and employs one hundred and seventy-five laborers.

An effort which gives promise of success is now being made by the local Chamber of Commerce to secure the location of the plant in this city. A committee was appointed Saturday, consisting of J. W. Porter, George R. Hunt, G. K. Graves and John G. Cramer, who will begin on Monday the endeavor to raise $2,000, as a subsidy fund for the purpose of an inducement to the company.

PABLO PEREZ — OANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

LUIS MUNIZ — MANUEL MUNIZ — HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana — **Reina 20, Havana** — P. O. Box 98

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" — HABANA, CUBA

GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25

Cable: "Tebenitez" — P. O. Box 396 — *HABANA, CUBA*

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM — *Habana*

JOS. MENDELSOHN — LOUIS A. BORNEMANN — MANUEL SUAREZ

Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO

and Commission Merchants

New York Office: 196 WATER STREET — Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

A. M. CALZADA & CO.

Packers and Dealers in Leaf Tobacco

and COMMISSION MERCHANTS

Monte 156, **HABANA, CUBA.**

P. O. Box, 595. — Cable: "CALDA."

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Published Every Wednesday
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PHILADELPHIA, MAY 8, 1907.

The Leaf Men's Convention.

Another year of activity and usefulness has been closed by the National Cigar Leaf Tobacco Association making the eighth year of existence, and it is now entering upon its ninth year of service to the trade.

It is, however, only by a retrospect of that period of time that one can fairly judge of the accomplishments of the Association as an organization, and which has been working in a degree of harmony that is deserving of commendation.

By concerted action and its thorough organization, the National Cigar Leaf Tobacco Association has accomplished reforms and achieved results during emergencies, and adjusted numerous trade matters.

The practical value of a leaf men's organization has been fully demonstrated, and while it is true that at this year's meeting there was nothing of special importance that was stirring the trade to any immediate action, these annual gatherings always bring up questions that are subjects for profitable discussion, and it has had the beneficent effect of arousing continued enthusiasm in the welfare of the whole trade.

The President's annual address is pronounced one of the most masterful he has yet delivered during the several years of his incumbency, and even greater interest was manifested during its perusal than ever before. This report is printed in full in the columns of this week's issue, and can be read with profit by the trade at large.

The attendance was good, and the eager interest taken is evidence of the fact that the leaf men are alive to what can be hoped for from united effort, and are prepared to work entirely along that basis.

The hearty welcome shown the out of town delegates has all the more closely cemented the bonds of fellowship.

When New York was suggested last year as this year's meeting place, there was a cheer of delight and that delight has now been fully justified.

We venture the opinion that in this issue we are presenting a report of the proceedings of the convention which for fullness and accuracy can not be easily surpassed. A perusal of the proceedings cannot fail of being interesting and instructive.

Philadelphia Tobacco Trade

Conditions in the trade in this city generally are fairly satisfactory, although the prolonged cold weather has interfered somewhat with the retail dealer's business. Some complaints are heard of slow collections.

Manufacturers have a good business, according to reports from many of the larger houses. Vetterlein Bros., for instance, say that trade is very good, and the several salesmen now out are all sending in very substantial orders for their product. Mr. Guy Vetterlein, who recently joined the selling force of the Vetterlein factory, is now covering Pennsylvania on his initial trip and has so far met with remarkably good success.

H. B. Grauley has secured a new factory building, at Quakertown, recently vacated by the El Draco Cigar Mfg. Co., which company will confine its manufacturing operations hereafter entirely to Philadelphia factories.

Vicente Portuondo Cigar Mfg. Co. are at present very busy on their product, and will in the near futnre bring out a new and additional brand of cigars, which is to be one of the highest class in both quality and workmanship.

R. W. Boch is now expecting to have his new cigar stands in the Arcade of the Real Estate Trust Company Building in readiness for opening by June 1. Mr. Griffin, his associate, is looking after the details of their installation during Mr. Boch's absence in Atlantic City, where he is rapidly improving in health.

Franklyn K. Sterner, of E. Y. Sterner's Sons, the prominent manufacturers and retailers, at 20 North Twelfth street, has returned to his duties after an absence of two months. Mr. Sterner contracted typhoid fever, and although back at his labors again, he is far from being his former self, having lost over fifty pounds. Business is reported good, both in the manufacturing and the retail end. Their leading five center is called the Sherwood Concha, while the Penn 7 Londres at seven cents commands a large sale.

Julius Lichentein, the leaf dealer of Water street, New York, was a visitor in the market last Friday.

Kretzschmar & Steiner, the box manufacturers, while complaining of the shortage in cigar box lumber, have managed so far to fill their orders promptly.

J. Trexler, manufacturer of the 4 Star five cent cigar, at 715 Dauphin street, is working to full capacity on his brand, which he has placed in stands where good five cent smokes have the call.

Amos Hostetter, of the Hoffman Leaf Tobacco Company, Dayton, O., was one of our visitors this week. Mr. Hostetter is combining both business and pleasure on this trip, and is accompanied by his daughter.

A. Pareira, of Pareira & Co., wholesale and retail leaf dealers, took a flying trip to the Metropolis Monday, and returned in the evening. While business in the wholesale end showed a little quietness during the past week, the retail end was all that could be expected.

William Herstein, cigar manufacturer at Twenty-first and Morris streets, has registered the title, Miss Annie, for a brand of cigars. Miss Annie happens to be none other than Mr. Herstein's charming daughter, and if the cigar turns out to be as good looking as the Miss, an extensive sale is predicted for it.

Louis Bythiner, the tobacco broker, was suddenly taken ill while at his office last Friday morning. Mr. Bythiner contracted a very heavy cold, which developed into a high fever and he had to seek his bed. From last reports he was convalescing and is expected at his office before the end of the week.

J. Friedberg, tobacconist and manufacturer of Turkish and Russian cigarettes at 604 South Third street, reports that his factory is working full time. The only kick issued by him was the advanced price which he is paying for Turkish tobacco, while the wholesale prices remain the same on his brands. His goods are enjoying a fine run, not alone in Philadelphia but throughout the country. His leading cigarette, the Union League, has gained a strong foothold in the coal regions, and he is a little behind in his shipments to that territory. Among his other brands may be noted The Amis, Russian Liberty, William Penn, Cybalow and Medudie, all of which command trade in their respective sections.

There were quite a few out of town leaf men visiting the local trade during the past week. Among them was L. A. Wheeler, of Allen & Wheeler, Troy, O., who stopped off a few days in Philadelphia while en route to New York. E. A. Hathaway, of E. A. Hathaway & Co., Windsor Locks, Conn.; W. E. Fisher, with F. & E. Cranz, Sumatra importers, New York; J. Howard Graflin, with H. Duys & Co., New York and H. L. Friend, of Friend & Co., New York, were all among the guests of the week.

B. Labe & Sons are in receipt of a cablegram from Jacob Labe, of that firm, stating that at the inscription held at Amsterdam on Friday last, the 3rd inst., he had secured 150 bales of Sumatra for his house. M. Labe has so far bought considerably of Sumatra, and the house can be now classed among the largest importers of Dutch wrapper leaf.

L. F. Muller, with Dohan & Taitt, is now touring Canada, where he is having a good business in leaf tobacco. The house reports that business has shown great improvement lately.

PHILADELPHIA LEAF MARKET

Conditions in the local leaf market have been a little nearer normal during the past week. That is to say a little more animation was noticeable, and more encouraging reports of business are coming from leaf tobacco houses. Not only were conditions locally of a slightly improved nature, but reports from road men also indicate a betterment.

Transactions were somewhat diversified, that is to say sales were made of a variety of goods, including Pennsylvania broadleaf, Connecticut and Ohio tobaccos.

No particular change has occurred in Sumatra, and reports of the Amsterdam inscription held on Friday, May 3, had no special effect on local market conditions.

The Havana situation is without change of any kind, but news of further developments on the island are eagerly awaited.

SPECIAL NOTICES.

(12½ cents per line, 8-point measure)

To Manufacturers of Cigars:

If you have any

Cuttings, Scraps or Siftings

to sell, write us.

We are at all times in the market as Cash Buyers of all these products.

EDWIN L. KOPPELMAN CO.
7-6-1h **81 Pine St., New York.**

FOR SALE.—On account of other interests, manufacturer will sell his Stogie Manufacturing Business of $30,000 to $40,000 per year; established 20 years. Equipment, trade marks, labels, etc., offered in their entirety, or present proprietor will take entire output, and continue to market the goods. A good chance for an energetic business man. Address Success, care of The Tobacco World, Philadelphia. 4-17tf

FOR SALE OR RENT—A three-story and basement Factory Building, with steam heat, elevator and skylight; size 35 x 100 feet; suitable for almost any kind of manufacturing business—especially cigars. Located in a beautiful modern town of 1,800 population, 33 miles from Philadelphia; excellent railroad facilities, both steam and trolley. Address Box 16, care of The Tobacco World, Philadelphia. 5-8a

MANUFACTURER with unusually good facilities will contract with jobbing houses to manufacture all grades of goods. Our position will enable us to make satisfactory prices. Address Manufacturer, Box 17, care of The Tobacco World, Phila. 5-1h

CAN make up good cigar line for jobbing house. If necessary, jobber can furnish his own leaf. Highest references. Address N. Y. Manufacturer, Box 20, care of Tobacco World, Phila. 4-10r

WE PURCHASE Cigar Molds—undesirable shapes—such as No. 16,261, No. 8,832, No. 8,569. Write us, stating what you have and the quantity. Winget Mfg. Co., York, Pa. 12-12tf

FOR SALE.—36 Bunching Machines, 64 Cigar Tables, also 2 Stripping Machines. Will consider a fair offer. Address Box 21, care of The Tobacco World, Phila. 4-9tf

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Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain

Largest Assortment of **Plain and Fancy Ribbons**
Write for Sample Card and Price List to Department W
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36 East Twenty-Second St., NEW YORK

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Packer and Dealer in
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Joe Endress, Jr. A. C. Kercher
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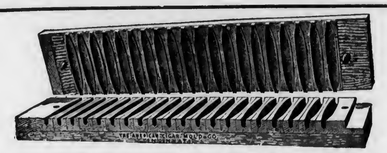

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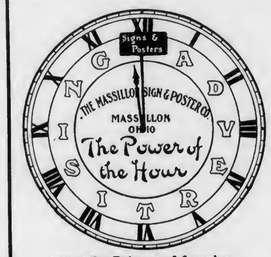

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Will receive and attend to orders
Cigars made strictly of very best Vuelta Abajo Tobacco

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Importers of SUMATRA and HAVANA
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NEW YORK
ESTABLISHED 1840 CABLE: "NARGIL"

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Real Habana Segar Makers and Importers

Habana Scraps and Cuttings for Sale

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World

New York, April 30.

The leaf market still remains dull and inactive. Not a sale of any consequence has taken place during the past week. While the cigar returns in the Metropolitan district just issued show a decided increase over previous records, the advance in manufacture has not cut any figure whatsoever in the wholesale leaf market so far as the buying of leaf in large quantities is concerned. Sumatra, however, is moving a little faster than the domestic leaf, but while manufacturers are paying high prices, the buying is not in the quantities which would be expected considering the cigar returns. Manufacturing is good. Some of our large factories are experiencing a shortage of hands, but all manage, however, to be fairly prompt in shipping orders.

• • •

The retail trade through the city has been pretty fair and a decided improvement is noticed over the previous weeks. There have been no exceptional bargains offered, however, during the week by any of the chain stores and consequently no price cutting. The United Cigar Stores Company has cancelled all free deals on cigarettes and has stopped featuring Porto Rico cigars for a time.

• • •

The market is full of out of town visitors who are here attending the Leaf Tobacco Convention, an account of which will be found in another section of this issue.

• • •

Harry Bremer, of Lewis Bremer's Sons, and John R. Young, both of Philadelphia, paid the market a visit on Tuesday.

• • •

The American Tobacco Company declared a regular quarterly dividend of two and a half per cent. and an extra dividend of five per cent. on its common stock, payable June 1. The books close May 15 and reopen June 2.

• • •

L. R. Eisenbrand, who was connected with L. Bamberger & Co., of Philadelphia, is now representing Messrs. Cullman Bros., leaf dealers at 175 Water street.

• • •

"Moving Day" has arrived and as usual a number of changes took place in the trade. Many of our cigar and leaf houses have packed up their duds and gone to larger quarters. Among the changes may be noted the following firms. Elisardo Perez to 39 Beaver street; F. Jacoby to 135 Front street; S. Aufhauser to 214 Pearl street; The Petite Cigar Manufacturing Company to 227 Pearl street; A. Blumlein & Co. to 103 Water street; Ernest Ellinger & Co. to 87 Pine street; A. Gutierrez Co. to 72 Cliff street, and William Stein to 441 East Sixth street.

Constitution Seed and Havana Cigars
Made in the good old way.
EL DRACO CIGAR MFG. CO., PHILA.

Mendel & Co., the cigar manufacturing firm, have begun operations in East Forty eighth street.

• • •

The West Indies Cigar Company has added Knickerbocker, Invincible and Bismarck, three new shapes in the Principino and Old Government Plantation brands of Porto Rico cigars. The new shapes, although on the market only a short time, have taken on nicely with the trade. A. Lachman, president of the company, who is at present in the West, has opened up many new accounts, while the orders coming in from the regular trade in other sections are keeping the house busy. From the looks of things they expect 1907 to be their banner year and they intend to make it so.

• • •

A. Mayorga, of the Bedell Leaf Tobacco Company, of Chatam Square, is at present up the State showing his large line of domestic and imported leaf samples.

• • •

John J. Sander, successor to L. Lewisheim, manufacturers' supply house, reports trade as increasing nicely. He is the authorized representative in the Metropolitan district for the Miller, DuBrul & Peters Manufacturing Company, and always has in stock the latest molds and manufacturers' supplies of this house. He also carries a full assortment of cigar bands and ribbons.

• • •

Both members of the leaf firm of Freyer Bros. & Co. have returned home from the road and report trade as pretty fair in their sections.

• • •

Trade at the Bull Dog factory in Maiden Lane is reported good, as usual. In fact the premises now occupied by the firm have become inadequate for the proper handling of their fast growing trade and they were compelled to purchase additional space for the manufacture of their popular brands. They have secured the building adjoining their present one and they hope when alterations are completed to be able to handle their output to better advantage.

• • •

Henry Traiser, of H. Traiser & Co., Boston manufacturers of the famous Pippins Londres, was one of the visitors this week.

• • •

The Khedivial Company, 178-180 Washington street, has sent notice to the trade that they have been appointed sole selling agents in the United States for the Tip-Top and Job brands of imported cigarette paper in book form, and they are prepared to furnish price lists for same on application.

• • •

A bond of $25,000 was filed with the Clerk of the United States Court here this week by the tobacco trust in the suit brought against the S. Anargyros branch by the Mentor Company, of Boston, Mass., for an alleged infringement of their brand, Ramly. The court granted the Mentor Company a preliminary injunction against the trust, stopping them from manufacturing the Ramleh cigarette or else give a bond of $25,000 to indemnify the Mentor Company if they prove their case.

NATIONAL CIGAR LEAF ASSOCIATION AGAIN MEETS IN ANNUAL COUNCIL.

President Bijur's Address (Continued from page 7)

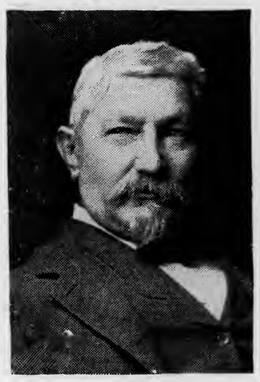
Changes in Regulations Governing Tobacco Warehouses.

One of the most important matters with which your officers have been called upon to deal during the past year has been the amendment of the regulations governing tobacco warehouses as finally decided upon by the Commissioner of Internal Revenue after extended negotiations. The conclusions reached are highly satisfactory upon

F. Cranz
New York Delegate

the whole, and the attitude of the Commissioner of Internal Revenue at all stages of the incident has been most considerate, and his rulings as liberal as possible within the limits of the specific provisions of the statute. I invite your special attention to this feature of my report and bespeak your hearty co-operatio and prompt compliance with the letter and spirit of the new regulations.

Early in the packing season just closed our trade was greatly disturbed as the result of a ruling by the Internal Revenue Bureau requiring that every tobacco warehouse in the country should be registered, and that the revenue record known as Book 59 should be kept thereat. It was further required that there should be entered daily in this record the names and addresses of all farmers from whom tobacco might be purchased. With respect to the first mentioned requirement, your officers promptly recognized this ruling as one which the Internal Revenue Bureau issued in January, 1899, but later withdrew upon the urgent representations of the officers of this association concerning the hardship that would result to our trade. As soon as the ruling was announced a meeting was arranged with the Commissioner of Internal Revenue and Mr. Young, the chairman of your Board of Directors, appeared before Mr. Yerkes and presented a strong brief against both provisions of the proposed regulation. Mr. Young will present his report of what occurred at this meeting to you. Matters were somewhat complicated because the Senate Finance Committee was at the time considering the Free Leaf Bill to which I referred in the preceding paragraph, and the Commissioner felt compelled to defer any action until this bill was disposed of. He then handed down a decision rescinding the regulation requiring Book 59 to be kept at each warehouse and authorizing each packer to designate a single warehouse at which to keep the revenue records. With regard to the requirement that daily entries should be made of the names and addresses of farmers from whom purchases might be made the Commissioner, after careful deliberation, reached the conclusion that, as this was clearly and unequivocally set forth in the statute governing tobacco warehouses he had no power to waive it, notwithstanding the fact that for many years it has been the custom in the leading cigar leaf districts to enter up in bulk all purchases from growers.



Thos. Meininger
St. Louis Delegate

F. M. Dolbeer
New York Delegate

The ruling of the Internal Revenue Bureau was embodied in a communication to the collector of the second Wisconsin district, to which I invite your careful attention, as follows:

Treasury Department,
Office of
Commissioner of Internal Revenue,
Washington, D. C., March 2, 1907.

Sir:—Referring to your several communications relative to the manner of handling leaf tobacco by persons in your district purchasing same from producers or others, and the matter of liability of these persons or firms to register as dealers in leaf tobacco and keep Book 59 at each warehouse where they receive, assort, pack or store leaf tobacco, it is held that he or they shall register and keep Record 59 at least at one of such warehouses in each collection district, and in such book there shall be entered a record of all leaf tobacco purchased and received and sold, transferred, or shipped from the several warehouses within the same collection district.

Each registered dealer in leaf tobacco is to confine his entries in Book 59 to transactions taking place from the several warehouses under such registration. Sales and shipments of leaf tobacco to himself as dealer in leaf tobacco or manufacturers in other places (districts) are to be entered in his book in your district, and the same will be accounted for by the leaf dealer or manufacturer to whom sold, shipped or transferred. For instance, a dealer in New York may own and operate several such warehouses in your district, and under this ruling he will be required to register and keep Book 59 at one of these several warehouses, which will be regarded as his main office or place of business, but any sales made and delivered from these several warehouses on orders from the owner of the tobacco in New York or elsewhere must be entered in Book 59 at the place of registration in your district, and not on Book 59 kept at any other place where the owner may be registered.

Section 3360, Revised Statutes, requires dealers in leaf tobacco to enter in the prescribed book the number of hogsheads, cases, and pounds of leaf tobacco purchased or received by them on assignment, consignment, or otherwise, and of whom purchased or received.

From this it will be observed that the law requires the entries of the names of persons from whom leaf tobacco is purchased by them—farmers, or producers, or others. This being a provision of law, no action on the part of this office, by regulation or otherwise, looking to its modification is authorized.

Any dealer in leaf tobacco who fails

Geo. W. Bremer, Jr.
Philadelphia Delegate

to enter in his Government book the name and residence of persons from whom leaf tobacco is purchased does so in violation of the statute, and renders himself liable to the penalties fixed by law in such cases.

Respectfully,
John W. Yerkes, Commissioner.

Mr. James G. Monahan,
Collector Second District,
Madison, Wis.

While fully appreciating the consideration shown us by the Commissioner in withdrawing the requirement that Book 59 should be kept at every tobacco warehouse, I foresaw the serious embarrassment confronting packers if required to change their book-keeping methods in the middle of a packing season and I therefore asked the Commissioner to postpone the enforcement of the requirement regarding the entry of farmers' names until the end of the current season. The Commissioner very courteously acceded to this request and, in order that the new ruling might take effect at the beginning of a quarter, announced that it would become operative July 1, next. Owing to a misunderstanding on the part of the Commissioner's subordinates certain collectors received the impression that the postponement did not apply to the entry of farmers' names but we succeeded in having the error corrected and Commissioner Yerkes has since issued a supplemental ruling which removes all doubt as to his intention in the matter.

H. S. Rothschild
New York Delegate

In this connection I would draw your attention to an effort which the Government is now making to obtain reliable statistics of the leaf tobacco crop of the country and to urge you to assist this project by supplying the figures called for in a recent circular issued by the Internal Revneue Bureau, which reads as follows:

To Collectors of Internal Revenue:

In order to co-operate with the Bureau of Statistics, Department of Agriculture, in securing reliable information as to the entire production of leaf tobacco in the United States each year, collectors ar hereby instructed to secure from each dealer in leaf tobacco in their respective districts a statement, which may be written across one of the blank pages in their Book 59, at the close of the quarter, commencing with the quarter ending March 31, 190?, which shall show in aggregate the number of pounds of leaf tobacco purchased during the quarter for which the report is made. Similar information will be required from manufacturers of tobacco and cigars, and to obtain this information from them it will be necessary to have the manufacturers enter, under a special heading in their monthly returns, Form 62 and 72 re-

W. H. Dohan
Philadelphia Delegate

John Staun, Cincinnati
Vice President Elect

spectively, for the months of March, June, September and December, the total number of pounds of leaf tobacco purchased or received by them directly from farmers during each quarter, and if no such purchases have been made, they will so state.

Collectors will, as soon as possible after the close of each quarter, prepare from Books 59 and from the tobacco and cigar manufacturers' monthly returns a statement of the aggregate number of pounds of leaf tobacco purchased by dealers in leaf and by manufacturers in their districts directly from farmers during the quarter for which the report is rendered, and forward same promptly to this office.

I realize that this will cause some trouble and inconvenience, but in the interest of the public good and in order to secure some reliable data as to the production of leaf tobacco, which contributes so largely to the wealth of the country, the prosperity of the farmers and growers of tobacco, as well as the Government revenues, I trust collectors, dealers in leaf, and manufacturers will give this matter their earnest attention and endeavor to make the returns as complete and accurate as possible.

Collectors will be careful to instruct all dealers in leaf tobacco and manufacturers of cigars and tobacco in their respective districts that in making these special quarterly reports, in aggregate, of leaf tobacco purchased direct from farmers they are not in any way relieved from the necessity of entering daily on their books and monthly returns the name and residence of the person from whom the tobacco is purchased, as required by section 3360, Revised Statutes, in the case of leaf dealers, and as provided for in the headings "name and residence" on the books and monthly returns of manufacturers.

You will note that this circular does not impose any very burdensome or vexatious requirements upon leaf packers, but merely requests them to supply to the local collector at the end of each quarter the total number of pounds of tobacco purchased from farmers during that period. This total is easily arrived at by footing of the purchases made from farmers, and distinguished from those made from other leaf dealers. No separate report is required but, as above indicated, the total may be written across one of the blank pages in Book 59 at the close of the quarter.

This regulation is now in force and packers will be expected to comply with it in turning in their records for the current quarter ending June 30, next.

Investigation of the American Tobacco Company.

The Department of Justice, with the co-operation of the Bureau of Corporations of the Department of Commerce and Labor, has continued its investigation of the Tobacco Trust during the past year. Following the decision of the United States Supreme Court that corporations do not enjoy the same right to refuse to answer questions on the ground of possible incrimination that would be possessed by an individual under similar circumstances, the prosecution of the American Tobacco Company and the MacAndrews & Forbes Company was resumed and a verdict rendered against the defendants. Other alleged illegal phases of the combination are now under investigation and it is understood will be made the basis of further court proceedings in the near future. The general management of this investigation was recently transferred from Henry W. Taft to Assistant Attorney General J. C. MacReynolds, who has been placed in charge of all proceedings arising under the anti-trust and inter-state commerce laws. This investigation has exerted a salutary influence upon the entire tobacco trade, and upon other industries as well, encouraging the small manufacturer and dealer to believe that the authority of the Government will be exerted for his protection whenever his powerful competitors resort to illegitimate commercial methods.

Charles Emory Long
Lancaster Delegate

Miscellaneous.

The rules regarding sampling have worked out very well in practice. There has been no difficulty in getting the samplers to adhere to the rules as adopted by the Board.

The Board of Arbitration of the National Cigar Leaf Association has been called upon but once during the past year, and has disposed of the case before it to the satisfaction of all the parties concerned.

The New York Leaf Tobacco Board of Trade has passed a resolution binding upon its Arbitration Committee regarding the question of excess shrinkage, and I recommend that the National Association consider this disposition of the subject, and, if found in accordance with its ideas, incorporate it under the form of a resolution controlling the deliberations of its own Arbitration Committee. The resolution referred to is as follows:

Excess shrinkage to a limit of three (3) per cent. shall be settled for by the seller at the price Marked Weight of the goods sold, because it is always possible, where a shrinkage is guaranteed in good faith, that the shrinkage may fall short of the guarantee by that amount. Where shrinkage exceeds by three (3) per cent. the guarantee, the allowance to the purchaser for the excess shrinkage shall be made by the seller on the original re-weight basis of price.

I again repeat the recommendation of previous years to retain the services of Mr. William L. Crounse, who has worked hard for the benefit of the Association and has done more than any one individual to place it in a position of prominence and power.

You will see that the Association has had to do this year with matters pertaining chiefly to trade questions, with particular reference to internal revenue affairs and other matters of purely business interest. I believe that our chief value as an organization will be found to lie in these directions in the future, and it should be our aim to confine ourselves as much as possible to questions of this type and take part in larger public issues only when absolutely compelled to. In this way the association will best serve the interest of the tobacco business, for whose benefit it was organized.

A. Bijur, President.

* * * * * * * * *

THE CONVENTION IN DETAIL.

Monday Morning Session.

New York, May 6.

The headquarters of the National Cigar Leaf Tobacco Association, at 141 Maiden Lane, New York, presented a gala appearance this morning, when the Annual Convention assembled for business. Walls and ceiling were completely hidden by American flags and bunting arranged with artistic effect, and interspersed among these, behind the President's chair and on the east and west walls of the hall, were the motto and shield of the association. Complimentary encomiums were expressed on all sides over the manner in which the committee in charge of decorations carried out this feature of the occasion.

Meyer Jaskulek
Cleveland Delegate

Promptly at 11 o'clock, in the unavoidable absence of President A. Bijur, Vice-President Louis Newburgh, Cincinnati, called the meeting to order.

The address of welcome to the delegates, which was to have been made by local President James Ertheiler, was, in the regrettable absence of that gentleman, most happily, wittily, ably and acceptably performed by Joseph Cullman. Mr. Cullman stated that not being able to speak for Mayor McClellan and Commissioner Bingham in the present perplexed condition of New York's finest, he could make no promises as to the freedom of the city. But, despite his inability to speak for the municipal authorities, Mr. Cullman assured the delegates that they would find no lack of hospitality awaiting them. There was open house at the House of David, adjoining, where the wants of the inner man would be amply attended to, and Bull Dog cigars would make everybody happy; and in the evening there would be free admission to the Hippodrome. What is in store for tomorrow Mr. Cullman would not predict, but on the assumption that "sufficient unto the day is the evil thereof," he bade them go ahead and enjoy the present.

After Mr. Cullman's address of welcome, Chairman Newbourg announced that the first business before the meeting would be the report of the Standing Committees, the first of which was that of the Committee on Credentials. This committee's report showed the following list of duly accredited delegates:

BALTIMORE.	I. L. Kemper, A. W. Gieske.
BOSTON	A. F. Rico.
CHICAGO.....	G. H. Mack, Samuel Sternfeld.
CLEVELAND:	Meyer Jaskulek.
CINCINNATI:	Fred Miller, John Staun.
DAYTON	Stanley M. Krohn.
ELMIRA	Frank Inksater.
FRANKLIN..	S. M. Newburgh.
HARTFORD..	B. Hass.
LANCASTER.	Charles Emory Long, Morris Rosenthal.
NEW YORK..	A. Cohn, Sigmund Rosenwald, H. S. Rothschild, Ferd. Cranz, Marco Fleischman, F. M. Dolbeer, Wm. Spitzner, S. H. Koenig, J. H. Duys, J. Marqusee, E. A. Kraussman.
PHILAD'A....	George W. Bremer, Jr., Julius Eckerson, Julius Vetterlein, W. H. Dohan, L. Bythiner.
ST. LOUIS...	Thomas Meininger.
TROY, O.....	L. A. Wheeler.
WEST ALEXANDRIA, O.:	Henry Meyer.

The next business called for was the reading of the minutes. On motion this was dispensed with, and was followed by the reading of the president's annual report, which is printed in full elsewhere.

Following the reading of the president's report, came the report of the treasurer, Felix Eckerson, of Philadelphia, which showed the financial affairs of the association to be in a highly prosperous condition. The figures presented were as follows:

A. W. Gieske
Baltimore Delegate

George M. Burger
Cincinnati

Total receipts	$4,527.50
" Disbursements	2,089.80
Balance	$2,437.70

The report was highly gratifying to the association and was received with applause and a vote of thanks to Treasurer Eckerson.

The Chairman of the Committee on Legislation, George W. Bremer, Jr., Philadelphia made a verbal report, stating that the president's address embodied the report of this committee, and that there was no further written report to make. The statement was received and entered on the minutes.

Chairman Batroff, of the Conference Committee, made a report in writing, which was accepted and ordered filed by the secretary.

S. Major Newbourg, Chairman of the Transportation Committee, reported progress, and took occasion to say that the matter of rates on carloads of tobacco, had been taken up, but that in view of the fact that railroads were now being actively legislated against, his committee could report only progress.

At the suggestion of John R. Young, the regular order of business was suspended and the order of new business was taken up.

Joseph Cullman, Jr., offered a resolution that a Committee on Resolutions be appointed, to consist of one delegate from each principal point, and that to this committee should be referred, in writing, from members, such items of business as it was desired to bring before the convention. The Chair appointed the following committee:

Joseph F. Cullman, Jr., New York.
Geo. W. Bremer, Jr., Philadelphia.
John Staun, Cincinnati.
Samuel Sternfeld, Chicago.
Stanley N. Krohn, Dayton.
Morris Rosenthal, Lancaster.
I. L. Kemper, Baltimore.

Several members offered verbal suggestions, but the Chair referred them to the Resolution Committee.

Ferd. Cranz, whose voice was a trifle husky, but who had a taste for appetizing lacteals, suggested that the members could undoubtedly do better work after "wetting their whistles," and the suggestion was adopted by adjourning until 2 o'clock.

It was announced, however, by the chairman, that the afternoon session would be called to order promptly, and all were urged to be punctual, as much business was before the convention and the time was none too long.

Monday Afternoon Session.

One of the most pleasing incidents of the afternoon session was the attendance of Mr. Bijur, and promptly at the hour set for the Convention to reconvene, the delegates were called to order by Vice-President Newbourg, but upon the arrival of President Bijur the chair was turned over to him, and upon taking the position called for the report of the Resolution Committee, which was ready within a few minutes.

Vice President Newbourg stated that he had during the intermission added the name of the association's Washington representative to the Committee on Resolutions, which action was freely accepted.

A resolution offered by F. M. Dolbere, of New York, touching on excess shrinkage, was allowed to await the report of the Committee on Resolutions. That committee then presented a series of resolutions, which it was decided to take seriatim for consideration.

Leopold Loeb
Philadelphia Visitor

At this juncture Field Marshal Sigmund Rosenwald entered the meeting hall, and was heartily greeted by all. He was given a seat of honor on the platform to the right of President Bijur, and remained about an hour.

The series of resolutions were then taken up for consideration, the first of which was as follows:

"Whereas, In the execution of our legislative policy at Washington, and especially in combating the Philippine Tariff Bill and the so-called Free Leaf Bill, we had the co-operation and support of certain Senators and Representatives, without regard to party,

"Therefore be it Resolved, That this Association tenders its cordial thanks to those Senators and Representatives who have assisted us and we hereby pledge them our support."

Some discussion resulted on this resolution. Several delegates thought that the Senators and Representatives who had supported the association's fight against the Philippine Tariff Bill and the Free Leaf Bill, should be named personally in the resolutions. After Messrs. Newburgh, Rothschild, Young and others discussed the situation, and explanations having been made that the officers of the association would communicate the resolution to such Senators and Representatives personally, the resolution was allowed to stand as presented.

Mr. Newburgh, of Cincinnati, had brought out the point that inasmuch as the resolution pledged the support of the trade, the members of the trade could not intelligently support such Congressmen unless the names were made known.

Vote of Thanks to Mr. Bijur.

A resolution of thanks to President Bijur was received with applause, and given the unanimous endorsement of the association. It read as follows:

"Whereas, Our President, Mr. A. Bijur, has exercised to the best of his ability, his power in our interest, and freely given us his time,

"Therefore, be it Resolved, That the National Cigar Leaf Tobacco Association extend their heartiest thanks."

The next resolution was one endorsing the administration of the Internal Revenue Bureau by the Hon. John W. Yerkes, who has recently resigned as Commissioner. The resolution reads:

"Whereas, The Honorable John W. Yerkes, late Commissioner of Internal Revenue, has tendered his resignation; and

"Whereas, Throughout his incumbency of his important office he has at all times extended every possible courtesy to the representatives of the trade in acting upon questions of interest to the trade,

"Therefore, be it Resolved, That we extend to him our hearty congratulations upon his administration and express our regret at his retirement."

This resolution was adopted by a unanimous vote.

The next resolution presented was the following:

"Whereas, The Administration at Washington is now contemplating the revision of the existing Cuban Treaty,

"Therefore be it Resolved, That the Legislative Committee of this Association be instructed to make every possible effort to secure the incorporation therein of a specific uniform rate of duty on leaf tobacco imported from Cuba into the United States, which rate shall apply reciprocally to the importation of tobacco from the United States into Cuba."

Mr. Newburgh, Cincinnati, thought that similar resolutions had been adopted at previous meetings, but never before had any specific rate of duty been named or urged.

L. R. Eisenbrand
Philadelphia Visitor

Mr. Fox stated that no resolutions in this particular shape had ever before been adopted.

Mr. Eckerson, Philadelphia, in taking exception to the adoption of the measure, said that the diversity of interests had been heretofore of such a nature that upon attempting any specific rate, heated discussions had followed which came near disrupting the organization, and he did not deem it a wise move.

Mr. Rothschild, New York, stated that it was an established fact that the average duty paid on Havana tobacco was 36 to 38 cents per pound and that no harm could therefore come from the adoption of this resolution.

President Bijur, taking the floor, explained that so far as having any specific legislation enacted, the Association did not have enough strength in point of numbers and that no one could reasonably expect any such changes as were outlined. What was more to be feared was the possibility of a cut in the import duty on cigars from Cuba, without giving our trade any greater degree of reciprocity. Cuba has imposed a duty of $5 on tobacco from the United States, and if Cuba wanted any more favors shown, she must make concessions in more reasonable conformity. His remarks were roundly applauded. The resolution was finally adopted.

Considerable interest was manifested in the subject of excess shrinkage of weight, which was presented in the following resolution:

"Be it Resolved, That the sense of this Convention is in conformity with the resolution passed by the New York Leaf Tobacco Board of Trade, regarding the question of excess shrinkage; and be it Resolved, That we adopt as our usage their resolution. Excess shrinkage to a limit of three (3) per cent. shall be settled for by the seller at the price Marked Weight of the goods sold, because it is always possible, where a shrinkage is guaranteed in good faith, that the shrinkage may fall short of the gurantee by that amount. Where shrinkage exceeds by three (3) per cent. the guarantee, the allowance to the purchaser for the excess shrinkage shall be made by the seller on the original re-weight base of price."

The next resolution was a vote of thanks to the trade press, and read as follows:

"Be it Resolved, That it is the sense of the Convention to thank the trade papers for their courtesy in the past year."

This resolution, too, was passed unanimously.

Covering the transfer of goods in bond, the following resolution was presented:

"Whereas, The present regulation of the Treasury Department as to the transfer of goods in bond is highly unsatisfactory, be it Resolved, That the Legislative Committee be instructed to confer with the Treasury officials in order to discuss with them the advisability of changing same so that the liabilities for the duties on the part of the original importer shall terminate immediately upon the transfer in bond of such goods to the buyer."

There was unanimous concurrence in this resolution also.

The following resolution received hearty endorsement.

"Whereas, It is of vital importance to the interests of the National Cigar Leaf Tobacco Association to have as large a membership as possible,

"Therefore, be it Resolved, That there be appointed a committee of nine with power to add to its membership, whose duty it shall be to make vigorous efforts to cause every city in which cigar leaf tobacco is handled to become affiliated with this Association."

Joseph Mendelsohn
Member New York Board

(Continued on page 18a)

We believe in Honesty, Good Workmanship,
at fair prices to all. Correspondence Solicited

THE OLD HONESTY CIGAR BOX CO., C. W. Bucks, Gen. Mgr.
Rear 634 Washington Street, Reading, Pa.

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

1903-4-5 Zimmer Spanish, 1905 Gebhardt, 1905 Dutch, 1905 Connecticut, etc.

FARNHAM & REYNOLDS

Home Office: ADDISON, N. Y.

Packers of Finest Big Flats and Onondaga. Cigar Leaf Tobacco. Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn.

CONNECTICUT HAVANA SEED

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

Perfect Bunching Machine

SIZE, 16 BY 10 INCHES---WEIGHT, 18 POUNDS

Dear Sir:—You may have used Bunching Machines, and they may not have been satisfactory. Neither were the first mowing machines, or the first sewing machines; but could the farmer today get along without a mowing machine, or your wife get along without a sewing machine? They are both **Simply Perfect,** and do all that is asked of them.

That is the story of our Bunching Machine; it is simply perfect, and we call it the PERFECT BUNCHING MACHINE, and it does everything that is asked of it.

Now, if this little machine is all we say it is (and we are prepared to prove it), and will help you to make more money than you are now making, help you to increase your output and effect a saving in cost of production, you surely, as a business man, should be willing to let us tell you more about it.

Will you write us? Or, call at our factory, **No. 132 South Sixth Street, Philadelphia,** any day, and see this machine in practical operation.

Yours respectfully,

The **PERFECT BUNCHING MACHINE CO.**

HAVANALLIN

Is Guaranteed to be the Most Powerful and Lasting Havana Cigar Flavor ever produced. We Sell It.

Acme Extract & Chemical Works

E. G. ECKERT, Proprietor. Hanover, Pa.

Graft in Trust Stores.

San Francisco, Cal., April 29.

The United Cigar Company has found that it is no exception to the general rule of graft. For some time the managers of two of the stores have noticed shortages in the returns aggregating considerable amounts. E. A. Jacobs, head of the firm's detectives in New York, was summoned to this city to investigate the matter. His work resulted in the arrest of E. A. Lynn, an employe at the Fillmore and Sutter street store, and Frank Fisher, working at Turk and Van Ness, both being booked on the charge of misdemeanor embezzlement.

Lynn, when questioned, denied any knowledge of the affair, but Fisher, who was arrested later in the afternoon, admitted that it was he who was the guilty man. The date of the trial has not yet been set.

Japanese Buying Tobacco.

Columbus, O., May 3.

Michio Tomito, a member of the commission appointed by the Japanese Government to purchase tobacco in America for the Government factories, was in Columbus yesterday on his return from Richmond, Va., where the commission has been placing heavy orders for tobacco.

The tobacco trade in Japan is a Government monopoly and is a great bringer of revenue to the kingdom. The Government has its own factories, in which millions of cigarettes are made and also other forms of manufactured tobacco. T. Abe made a long study of the tobacco trade for the Government, and on his recommendation the Japanese monopoly was modeled after that of France.

The Government appointed a commission consisting of T. Abe, K. Ikeda, B. Uyeda, T. Matsumyra and Michio Tomito to purchase tobacco direct from the producers for the government factories. Mr. Abe died last January from typhoid fever, but the other members of the commission have been busy in the South, where they have purchased thousands of pounds of tobacco.

In all it is said that the Japanese Government will spend millions of dollars in America for tobacco.

Snuff Company to Make Cans.

New York, May, 3.

An official of the American Snuff Co. stated that the management has decided to erect a factory at Nashville, Tenn., for the manufacture of snuff cans in order to keep pace with the growth of the company's business. The capacity of the plant will be 18,000,000 cans a year, and five different sizes will be made. The output will supply the big snuff factories of the company in the State of Tennessee. The company at present has two plants for the manufacture of cans, one at Baltimore, Md., and another at Helmetta, N. J.

Rutherford, Constitution, Hunter—a strong trio.
El Draco Cigar Mfg. Co., Philada.

DEATH OF GODFREY HARRIS

Chicago's Oldest Cigar Manufacturer.

Chicago. Ill., May 3.

After an illness of a few days, Godfrey Harris died at his home, 5543 Michigan avenue last week from an attack of heart trouble. Mr. Harris, who was 68 years of age, was the oldest cigar manufacturer in the city, but retired from active business six years ago on account of failing eyesight. At the time the Western News Company was inaugurated he was the manager of the cigar branch. Among the downtown wholesale houses Mr. Harris was well known. He came to Chicago in 1861 and had lived here continuously ever since. His three children were born where The Hub now stands and which at that time was the center of the residence section. In Philadelphia, his birthplace, and from where he came to Chicago, the family is of old standing.

72,000 Acres Pledged.

Lexington, Ky., May 3.

It is estimated that 72,000 acres of the 1907 crop of white Burley tobacco has been pledged to the pool of the American Society of Equity. This is sixty-five per cent. of the entire crop and it is understood that additional pledges will be received in the near future. In 1906 only fifty-five per cent. of the crop was pledged.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA

NEW YORK
CHICAGO
ST. LOUIS

Taussig's Three Resolutions.

Wm. Taussig, of Chicago, offered three resolutions which were the source of much amusement. The first of these was as follows:

"Resolved That this Association place in Washington a representative to whom all complaints regarding delay in receiving freight, overcharges and exorbitant rates may be referred, in order to place them before the Government, that they may be adjusted quickly."

Considerable discussion followed, with the final result that it was referred to the Committee on Resolutions, who reported the following, which was finally adopted:

"Resolved, That all members of the Association are invited to file all complaints of any nature in regard to the conduct of common carriers with the Transportation Committee of this Association, who are hereby authorized in their discretion to forward all appropriate complaints to the Association's Washington representative, for conference with the Inter-State Commerce Commission officials, and that the secretary be instructed to send a copy of the resolution to the secretary of each local board."

Mr. Taussig's next motion was that all the goods should hereafter be sold at actual weight. After more or less humorous discussion the matter was tabled, on motion of F. Eckerson.

A third motion by Mr. Taussig, that in the opinion of the Convention, Cuba should be annexed to the United States, was also tabled for twelve months.

"So long as we are going to have it," said Mr. Taussig, "let us not be slow to ask for it. We may as well know now if we'll get it, as later."

Specific Uniform Duty.

When a resolution was offered by Fred. Cranz, favoring a specific uniform rate of duty of 50 cents per pound, it brought forth the liveli.st discussions of the day, and at times were so animated that the hall fairly rung from the echoes of the speakers.

Joseph Mendelsohn was among the first speakers favoring the adoption of the resolution, and said he thought it an excellent move at this time, and it would meet with much less opposition than heretofore, because general conditions were never before the same as now.

H. S. Rothschild spoke at some length and outlined the fact that farmers had always been successful in effectively blocking any such steps, because they outnumbered the tobacco interests, and were for that reason politically more influencial, yet he thought they could be made to see that a lower duty on Sumatra tobacco would undoubtedly be a benefit to them in raising domestic leaf because it would make a better price for domestic tobacco more easily possible. "It is the manufacturer," said he, "whose interests must be also taken into consideration and protected as far as possible." Continuing he said: "It is not reasonable to assume that with a lower rate of duty on Sumatra tobacco, other tobacco would soon rise in price, so that the manufacturer would not benefit after all. Nor would it be possible for German or other manufacturers to capture all the Sumatra tobacco, for the reason that with a lower rate of duty, the necessity of buying for American manufacturers only certain grades of Sumatra, would be eliminated. At present every pound bought for this country must be worth at least $1.85 in order to clear itself on the cost of duty, but with a lower duty, other grades could be secured, because the high duty would then no longer be an important factor."

Vetterlein Makes Urgent Plea.

In support of the resolution then before the meeting, Julius Vetterlein, of Philadelphia, made a very strong plea. He spoke as follows:

"Sumatra tobacco is as necessary to the cigar manufacturers of the United States as bread is to a man as the staff of life. There is no possible use for a duty of $1.85 on tobacco. There is no good reason why such a duty should be in effect or operation. At least I do not think it is at all necessary to have such a duty on tobacco. For years we have sat here as leaf dealers and cigar manufacturers, and have been paying tribute to the plutocrats and money interests of the country; the combinations of wealth which today have the manufacturing interests of this country by the throat. Give every man an opportunity to secure his freedom; give him a chance to make a decent living, and in order that this may be accomplished I urge you let us all stand together and knife the detestable, excessive tariff on leaf tobacco; let us destroy it.

"I hope the members of this organization—every one—will make a start for progress by supporting the present resolution. No man can contend that in the filler growing States and the binder growing States such action would bring about any possible injury, and certainly not in the States of Ohio, New York, Pennsylvania and Wisconsin. While the present rate of duty may, perhaps, be of some benefit to Connecticut, it is so devilishly little that it does not amount to anything. (Applause)

"Gentlemen, I hope we will be able some day to cut out this excessive tariff on leaf tobacco."

Mr. Taussig, of Chicago, thought a compromise rate of $1.00 would be more beneficial, His suggestion did not meet with much encouragement, and was allowed to die of inanition.

During the progress of the discussion certain remarks had been heard slightly casting reflections upon the results the organization had thus far achieved. That brought Mr. Young, Philadelphia, to his feet, to explain that with reference to the insinuations that certain resolutions passed repeatedly from year to year, had not only not been ineffective, but that practical results had been secured and that further results were obtainable to benefit perhaps nine-tenths of the members of the trade in the entire United States. The Association is not for the benefit of any one individual only, but as a trade organization for the benefit of the trade at large. "It is a matter of record" said he, "that I personally had heretofore not favored such a step as was then before the house but he thought the time was opportune, and hoped to see the resolution before the meeting adopted at this session, so that the strength of the possible opposition to such action could be more definitely ascertained, and the whole trade find out about where it really stands."

Julius Lichtenstein expressed exceptions to a statement made that Sumatra was really the only wrapper tobacco. "Florida," he said, "will be grown that will simply astound the American manufacturers, and which will compete with any imported tobacco ever grown in Sumatra."

Joseph T. Cullman, New York, spoke in favor of the resolution and hoped it would be passed believing it would be for the general good of the trade, and would not materially affect any branch of the industry. It would not affect the clear Havana manufacturer to any material extent, but would benefit the masses who are now suffering under the prevailing high prices for all kinds of leaf.

Wm. Spitzner, of New York, offered an amendment by adding to the original resolution a few words to make the resolution read, that the action was taken, not as a menace to growers, but with a view to their, possibly, greater aid. The suggestion was roundly applauded, and had the same effect as pouring oil on troubled waters, for from that time on, the dawn of an amicable solution to a somewhat critical moment, seemed nearer at hand.

Mr. Bijur then took occasion to inform the assemblage that the passing of such a resolution cannot become of any practical value. "If you go to Washington," said he, "with a proposition looking toward a reduction in duty, upon the plea that the industry is suffering, while the increase in production increasing at its present rapid rate, your pleas will fall upon deaf ears; because, in the first place the Government loves its revenues, and secondly the numerical strength of the growers would far outnumber us, and virtually render our position untenable, and leave us powerless in accomplishing anything."

After a long controversy it was finally decided to reiterate the same resolution as adopted a year ago, while in convention assembled at Dayton, but with the paragraph referring to Cuba stricken out. But even this was not accomplished until a division of the vote had been called for, and it was definitely ascertained that the vote stood 20 to 17 in favor of adopting the substitution to Mr. Cranz's original resolution.

The resolution finally adopted reads as follows:

"Resolved, That in the case of a revision of the tobacco schedule of the tariff we recommend to Congress the adoption of a uniform rate of duty on all imported unstemmed cigar leaf tobacco not to exceed $1.85 per pound."

The meeting was then adjourned until 10 30 Tuesday morning.

Tuesday Morning Session.

May 7.

The session this morning was taken up at 11 o'clock, when Chairman Joseph Cullman, Jr., of the Resolution Committee, presented several new resolutions, the first of which was to authorize the retention of the services by the National Cigar Leaf Tobacco Association, of its Washington representative, which was promptly adopted.

Urge Revision of Internal Revenue Law.

Another resolution was as follows:

"Whereas, It is the sense of this Convention that the Internal Revenue Laws are inadequate and antiquated,

"Therefore, be it Resolved, That the Legislative Committee be instructed to confer with the Commissioner of Internal Revenue and endeavor to secure from him a recommendation to Congress for a revision of the Internal Revenue Laws in accordance with the needs of our industry."

A motion was made by one of the delegates to re-consider the resolution concerning uniform rate of duty passed at yesterday afternoon's session, and although it was duly seconded according to requirements of parlimentary rules, it was ordered tabled by a vote of 23 against 17 in favor of re-consideration.

The Philippine Bill.

The resolution concerning the Philippine bill was then again brought up and also brought out considerable discussion.

The chief speaker on the resolution this time was H. S. Rothschild. He said he merely wanted to more clearly define his personal opinion concerning the measure, and also his attitude so far as the Association was concerned.

The Association had been treating it from a purely commercial standpoint, and as a merchant himself he preferred to stand by the organization, yet he felt it a duty which this country now owed the Filipinos, from moral and other standpoints, to extend some further concessions than they have thus far had.

"He felt," he said, "that in reality the more goods this country had, of whatever class, the more extended the industry would become, and that there was no real cause for alarm from Philippine concessions.

Mr. Taussig, in referring to the resolution said, the only thing that he feared was that the trade would have to pray to God Almighty, that we were rid of the Philippines, and that he wished to God we were rid of them already.

The resolution was then adopted, and reads as follows:

"Be it Resolved, That the Legislative Committee of this Association is hereby instructed to continue to make all honorable efforts to prevent the passage of the Philippine Tariff Bill and the so-called Free Leaf Bill."

A recess was then taken until 2.30 o'clock, when the election of officers etc., will be taken up.

Tuesday Afternoon Session.

The afternoon session, which was the closing session of the meeting, was called to order at 2.30 o'clock, when a new resolution was offered by Mr. Young, of Philadelphia, for a uniform rate of duty in substitute of the resolution passed at the morning session, the original resolution having been re-called for consideration.

The resolution was adopted and reads as follows:

"Resolved, That we re-affirm our former position relative to the rate of duty on unstemmed tobacco, which is, that we are in favor of a uniform rate, and that the Legislative Committee be instructed to secure from Congress, in case of a revision of the tariff, as low a rate as possible, and which shall be consistent with the interests of all branches of our industry."

Election of Officers.

In the election of officers to serve for the ensuing year, which followed immediately after the disposition of the above mentioned resolution, there was brought out a little more animation than had been anticipated.

Nominations for the office of President were declared in order, and Mr. Eckerson, of Philadelphia, then placed in nomination the name of Louis Newburgh, of Cincinnati. H. S. Rothschild, of New York, named Joseph F. Cullman, Jr. John R. Young, of Philadelphia, placed in nomination the name of Felix Eckerson, of Philadelphia. Wm. Taussig, of Chicago, nominated Wm. Spitzner, of New York. Both of the last named gentlemen, however, declined the proffered nomination. That left Newburgh and Cullman as the apparently available candidates.

In Mr. Newburgh was found a man

of the widest experience, high success in business life, and by reason of his close and intimate connections with the workings of the Association ever since its incipiency, which occurred in Philadelphia eight years ago, he is a man eminently qualified to undertake the leadership of the organization.

In Mr. Cullman was found a man possessed of youth, energy, intelligence and ambition, all essential requisites, and a man also well qualified for the place of honor.

By a ballot vote, however, a majority was found for Cullman, who was duly declared elected, and promptly called to the chair, which he accepted with grace and dignity.

John Staun, a well known leaf dealer, of Cincinnati, wa s elected Vice-President, and amid much applause Charles Fox again accepted the nomination and election to succeed himself as Secretary.

Eckerson Carries Money Bag.

Felix Eckerson, of Philadelphia, who has been the Association's Treasurer ever since the death of the late Walter G. Wilson, of Philadelphia, was again elected Treasurer, by a unanimous vote.

A committee of five was appointed as a Nominating Committee to name a board of nine directors, to serve for the ensuing year.

The committee consisted of A. Bijur, John R. Young, I. L. Kemper, George M. Burger, Samuel Sternfeld.

Their delib-rations resulted in naming the following board, all of whom were elected.

Directors.

John R. Young, Philadelphia; Ferd Opp, St. Louis; I. H. Weaver, Lancaster; A. Cohn, New York; W. J. Lucaswitz, Dayton; B. Hass, Hartford; Wm. Taussig, Chicago; Frank Inksater, Elmira.

Annual Meeting Date Changed.

While the Nominating Committee was in session a resolution was offered by Charles E. Long, of Lancaster, to suspend the rules as governed by the present by-laws, and that the date of holding the annual meeting should be changed from the first Monday to the second Monday in May, which was adopted.

Minor Committees.

The new Board of Directors promptly organized to name the minor committees, the result of which was as follows:

Legislative:—A. Bijur, New York; Julius Vetterlein, Philadelphia; A. W. Gieske, Baltimore; George M. Burger, Cincinnati, and Joseph F. Cullman, New York.

Finance:—M. M. Fry, Lancaster; Henry Meyer, West Alexanderia, O., and J. W. Sneeringer, Baltimore.

Trade Representation:—Rollin H. Mills, Cleveland; John H. Meyer, Chicago; and Marco Fleischman, New York.

Arbitration:—Sigmund Rosenwald, New York; James Ertheiler, New York; Harry S. Rothschild, New York; E. A. Calver, Philadelphia; Julius Frei, Cincinnati; Charles Semon, Cleveland; B. Rothschild, Chicago; Thomas Meininger, St. Louis and Charles E. Long, Lancaster.

Credentials:—A. F. Rico, Boston; Morris Rosenthal, Lancaster; L. A. Wheeler, Troy, O.; Samuel Sternfeld, Chicago and Fred W. Miller, Cincinnati.

Conference:—J. S. Batroff, Philadelphia; Ferd Cranz, New York, and A. H. Reeder, Dayton.

Transportation:—Louis Newburgh, Hamilton, O.; Stanley M. Krohn, Dayton; Carl Vogt, Jr., New York; Harry W. Bremer, Philadelphia, and Meyer Jaskulek, Cleveland.

Insurance:—F. M. Dolbeer, New York; George W. Bremer, Jr., Philadelphia, and Wm. Taussig, Chicago.

Grateful Recognition.

A vote of thanks was tendered all retiring officials for their energy and effort in promoting the welfare of the organization.

A vote of thanks was also tendered the New York Board for the royal entertainment and extreme hospitality shown delegates and visitors.

Philadelphia Next Year.

At the suggestion of Morris Rosenburg, on behalf of the Philadelphia delegation, it was decided to hold the next convention in Philadelphia in 1908.

Adjournment.

The meeting was then adjourned, to re-convene on the second Monday in May, 1908.

THE WORK OF THE ENTERTAINMENT COMMITTEE.

Hippodrome Show for the Delegates. Jolly Smoker at Burns's. Brilliant Banquet at the Knickerbocker.

The princely entertainment arranged for the pleasure of the visiting delegates to the National Cigar Leaf Tobacco Association, and friends of the organization, was the talk and faorable comment of every one having the pleasure of attending any or all of the social features.

When it became known that Mr. Joseph F. Cullman, was chairman of that committee it was at once evident that the boys would have the time of their lives, and they had judged aright.

The social ball was started by inviting all visitors to participate in a performance at the Hippodrome, which was largely attended, and most thoroughly enjoyed. In fact it was an innovation and agreeable surprise to some of the out of town visitors, who had never before had the opportunity of witnessing a performance of that class.

Everybody Welcome at Burns's.

The smoker given at Burns's was an extension of an already large evening's pleasure. Great care was exercised by Mr. Cullman in seeing that every guest at the theatre performance was guided to Burns's, and it is safe to say that not a single person was omitted.

The semi-private room in which the smoker was given had been tastefully decorated, an elegant luncheon was served, and after the night was more than half over the party repaired to their respective hotels, somewhat fatigued, perhaps, but thoroughly well pleased with the night's outing.

The Banquet.

The banquet tendered by the New York Leaf Tobacco Board of Trade at one of the palatial parlors of the Knickerbocker Hotel was fairly dazzling in its brilliancy. The room was in itself very beautifully and richly decorated.

At an early hour the spacious corridors of the Knickerbocker began to take on an apperance presaging in a measure something of the festivities which were to follow. Not only were practically all of the delegates in evidence, but as the hands of the clock approached the hour set for the banquet many other faces familiar to the trade were seen. Prominent men gathered in groups and mingling with one another the conversation flowed along channels conducive to the establishment of better future relations. It was, withal, one of the most, if not the most, important gathering, so far as sociability and general good fellowship were concerned, of the whole convention.

Promptly at the hour set the call for the line of march to form came, and verily the fete had begun. As the doors swung on their hinges the first (and it will be a lasting one) view of the sumptuously appointed and decorated hall was disclosed, and presented a glittering array of shimmering glass and shining sliver. This together with the setting of spotless linen, to say nothing of the floral decorations, formed a picture long to be remembered.

It seemed a very short space of time, coffee and cigars reached, and order was called, and when quiet had been restored the speeches and real merriment of the evening was begun.

It was an agreeable surprise that the conventional speech-making was dispensed with, and instead the committee had provided a vaudeville show, which continued until the wee hours of the morning, when the party finally dispersed to seek their respective quarters and cherishing lasting remembrances of their visit to the only New York.

Convention Side-Lights.

Bert Weber, when excitement ran above normal during the caucussing for the presidency, stood near the chair ready to play pacificator and fireman —with the pitcher of drinking water on the officers' table.

Ferd Cranz's only complaint about Convention Hall was, that the stairway was too steep and too narrow to drive in conveniently in an automobile.

Joseph Cullman, Jr., had scarcely warmed in the President's seat before he showed that he was alive to the importance of starting parental training early. When Cullman pere arose and interposed an objection to serving on the Legislative Committee, the new Chairman promptly informed him that he did not propose to begin his presidency by granting favors on the grounds of personal acquaintanceship, and particularly not where no other reason than the parental relationship could be urged. It reminded old baseball patrons of the time when Pop Anson captained the Rockford Nine, in which the elder Anson was a fielder and, after filial admonition, not seldom administered nor sparingly, would hasten to play "sit down, Smith," without sassing back, when ordered to the bench. "A chip off the old block" was the way Anson pere apologized to outsiders for his son's rigid adherence to discipline. Has Joseph, Jr., been reading baseball history?

John W. Merriam's famous bull dog, King Lud, has a grouch, as an aftermath of the Convention. His majesty would have liked if he received the appointment of Sergeant-at-Arms, and feels slighted at having failed to receive at least an invitation to come upstairs during any of the sessions.

Ex-President Bijur, for a mild mannered man, can knock heapee muchee talkee out of a chairman's gavel.

Ex-Vice-President Louis Newburgh, Cincinnati, took home with him the sincere regard of every delegate to the Convention. None regretted more profoundly than the twenty-six delegates who thought the presidency should remain at least one more year in New York, that there had not been two presidents instead of one to vote for; and the Association's Constitution, not their hearts, is responsible for their votes.

OBITUARY.

Charles E. Halliwell, Vice-President of the American Tobacco Co., died suddenly, in New York Monday evening last, while at the dinner table and surrounded by members of his family and some friends. Mr. Halliwell, who had a keen appreciation of wit and humor, had barely concluded relating to the company assembled a story that had amused him immensely when he heard it, and they had hardly had time to share his enjoyment of it before he was stricken with apoplexy and collapsed in his chair. Medical aid, which was close at hand, was instantly summoned, but it was unavailing, and in a few minutes life was extinct.

Mr. Halliwell's immediate family, business associates, and wide circle of personal friends in New York, have been prostrated and stunned by the suddenness of the event; and as the news spreads elsewhere, among those who knew and loved him as man and friend, many more mourners will join in sorrow with those near at hand when the blow fell.

Mr. Halliwell who was born in England, about fifty years ago, though he looked all of ten years younger, came to America at a very early age, and, in the early '70's entered the employ of Price, Harris & Co., tobacco manufacturers, of St. Louis, as shipping clerk, which included besides, almost all kinds of work in the warehouse. The firm shortly became N. Harris & Co., and subsequently failed, through outside financia complications of its head. James P. Litton, now of the Floradora Co., was its bookkeeper, and before Mr. Halliwell's employment, was both bookkeeper and shipping clerk. After its affairs were wound up Mr. Litton was employed as bookkeeper by Liggett & Myers Co., and after being a year out of the business, Mr. Halliwell also landed there, in charge of the leaf sorting room, whence from one position he advanced in succession to others more important, until he had become head of the entire manufacturing department several years before the American Tobacco Co. bought the great St. Louis company, which in the meantime had changed its first name to the Liggett & Myers Tobacco Co. Both the Harris factory and Liggett & Myers Co.'s first ones, were insignificant affairs, compared with what the latter became.

Since coming to New York, Mr. Halliwell's success was even more striking than in St. Louis, but the fabulous newspaper stories of his wealth are absurd, and to none were they more distasteful than to himself, who was one of the most modest of men.

Self-made men are not always the most congenial, nor the most thoughtful of others; but no such charge could rest against Charles E. Halliwell. None better knew, than he, how steep, and hard to climb, the ladder of success is, and none were more ready to extend a helping hand to those upon its lower rounds, or farther away from it. Intensely domestic in taste and feeling, and of generous disposition, he was a devoted husband and parent, a true and faithful friend and neighbor, and a worthy citizen.

The funeral services were held Thursday morning, and the offices of the American Tobacco Co. were closed all that day as a tribute of respect.

For Genuine Sawed Cedar Cigar Boxes, go to
Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.
Established 1880

J. B. MILLEYSACK
Manufacturer of
Fine Havana Hand-Made CIGARS
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LANCASTER, PA.
Correspondence with the Jobbing Trade solicited.

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A. B. HESS CIGAR CO.
SUCCESSORS TO
J. E. Sherts & Co.
LANCASTER, PA.
Manufacturers of
High Grade Seed and Havana
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CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

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CIGAR BOXES
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Cigar Manufacturers' SUPPLIES
of All Kinds
51 Market Street
LANCASTER, PA.
Daily Capacity: Five Thousand Boxes

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
ESTABLISHED 1871
75,000 PER DAY
DALLASTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

All Jobbers Who Handle Travellers Tips

Say it Always Moves Well
"A Good Five Cent Cigar"
Abbott Cigar Co.
ABBOTTSTOWN, PA.

E. RENNINGER
Established 1889
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

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SAMPLES & PRICES FURNISHED UPON APPLICATION
IN STOCK AND TO ORDER
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NEW YORK
CIGAR LABELS and BANDS

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.
CHASKEL'S SPANISH BETUNE
Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.
A Card Will Bring More Information and Prices.
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SKETCHES AND QUOTATIONS FURNISHED
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Our Capacity for Manufacturing Cigar Boxes is---
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Growers and Packers of
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CONNECTICUT HAVANA SEED

The Krohn Tobacco Co.
(of WINDSOR, CONN.)

Our Plantations are in the most famous growing section
Fine Handling Superb Quality

Address: F. B. GRIFFIN, Manager, NORTH BLOOMFIELD, CONN. —OR— A. H. REEDER, President, P. O. BOX 574, DAYTON, O.

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T. L. ADAIR
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Special Lines for the Jobbing Trade

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JOHN HAY
LADY HELEN
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JOHN HAY, Jr.
ELI PERKINS
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Correspondence with Responsible Houses Solicited

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Cigar Manufacturers
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5c. Cigars
TWO HAVANAS
Two for Five Cents
Correspondence with Responsible Houses solicited.
Private Brands made to order.

J. F. REICHARD
Wholesale Dealer in
LEAF TOBACCO
of All Grades
Craley, Penna.

SMITH BROS.
Brokers in Domestic and Imported LEAF TOBACCO
No. 17 Charter Street, Dayton, O.
Ohio Goods Our Specialty

STILL HOPEFUL IN BOSTON.

Waiting for Business the Good Weather Should Bring.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, Mass., May 6.

Although we have experienced a slight touch of nice weather the past week it did not improve the retail cigar business to any extent. The general condition of the trade here is fair. The season so far has been backward and many retailers have been complaining. The usual contingent of drummers has been going the rounds. Cigarette salesmen are here in large numbers.

The Boston retailers have started in this spring in making different window displays as often as twice a week; a few years ago about once a month would do.

The Bowdoin Square and the Journal Building branches of the United have closed, and both the School street and the Court street stores will close on the 15th of the month. It is not expected that the United will open any more new stores here for some time, as the show cases and wall fixtures that remained in the stores already closed have either been sold or shipped to the New York headquarters

Good Sumatra tobacco is very high here, but the price asked for seed leaf has dropped considerably; this refers mostly to Havana fillers and the Connecticut broadleaf binders. I understand one can buy some nice Connecticut broadleaf binders today at 3 to 35 cents, which a few months ago would cost anywhere from 40 to 50 cents a pound.

The Tobacco Strippers' Union has notified the cigar manufacturers that on and after June 1 they want an increase in pay. The weekly workers want a dollar more, and the piece workers ½ of a cent to 1 cent a pound, the former being for stripping seed fillers and the latter for stripping Havana fillers. It is an assured fact that the manufacturers will submit, for if they would not the cigarmakers could not work with non-union strippers in the shop.

The Boston Cigarmakers' Union is doing the usual spring advertising, urging people to buy only union made cigars. Some of our Boston dailies carried a quarter page advertisement of the Cigarmakers' Union this week.

M. Barnett, of M. Barnett & Co., a Milk street leaf dealer, is at present on a buying expedition to New York.

Max Zeugschmidt (whose nickname here is "Old Sport") is in town showing many new samples of cigars made by the American Stogie Co., (a branch of the tobacco trust). Max gets plenty of business whenever he comes; he is well liked and has a large number of friends in this market.

Baker Bros. will shortly remove to their new store, 234 Hanover street. They have purchased the wall cases formerly used by the United in the Bowdoin Square store, just vacated.

Epstein Drug Co. is having a good sale on Gans Bros.' William the Fourth clear Havana in the line of short smokes. Epdruco, a 10 for 13 cent package, made by A. M. Pacholder & Co., Baltimore, Md., is taking hold nicely.

Sam Marcuson is a busy man nowadays, taking orders for the Samaris cigarettes. The retailers are pushing the sale of this cigarette owing to the good profit in it for them.

Brother Weislow, repersenting Hull, Grummond & Co., Binghamton, N. Y., is still here plugging the Flor de Franklin, Judge Day, Rail Splitter, Astors and other brands of his firm's manufacture.

The orders have been coming in so fast of late at the Boston Smoker cigar factory that the Levenson Bros. have been forced to put on three more cigarmakers.

I have not seen Billy Rosenfeld for some time and presume he must be working the way down East trade.

Union Leagues are selling as well as ever in this territory.

Fred A. Junisky is now representing the Greater Boston cigar about town.

Max Gold, who recently accepted a position as city salesman with the Carney Cigar Co., is making good.

Sheppy Rabinowich, the South End wholesaler, has nicknamed the "Fore 'N Aft" tobacco the "Now and Then" tobacco.

The store of Ben Grossman, a retailer on Columbus avenue, was robbed last week; this is the second time within six weeks. The thieves took very little.

J. White is now the city salesman for D. Bendetson, a Hanover street jobber. Mr. White has the necessary gab and gism that tend to make a good salesman, and he no doubt will work up a good trade for his employer.

There was a nice window display of the La Flor de Franklin cigar Saturday at Barnard's Prime Cigar Depot, on Hanover street. A package of the Franklin playing cards was given free to all purchasers of a quarter's worth of either the Franklin 5 cent cigar or the Judge Day 10 cent cigar, both made by Hull, Grummond & Co., Binghamton, N. Y., of which Bieringer Bros. Co. are the distributors.

C. C. Williams is doing some clever work on the Nestor cigarette about the city.

Ben Ali.

New Cheyenne Store.

Cheyenne, Wyo., May 3.

Capt. H. A. Clarke and Dwight Apperson have closed a deal for the purchase of a controlling interest in the Cheyenne Cigar Factory and the cigar store on Ferguson street. Mr. Clarke will be in charge of the business and Mr. Apperson will act as traveling representative for the firm.

—The Kingsbaker Cigar Co., Sedalia, Mo., has increased its capital stock from $5,000 to $15,000, all paid in. The company claims to have no liabilities.

HUNTER BEST FOR A NICKEL
is all to the front; made by
EL DRACO CIGAR MFG. CO., Philada.

Telephone Call, 432—B
Office and Warehouse:
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLY & CO.
Growers and Packers of
Fine Cigar Leaf Tobacco
Fine B's and Tops Our Specialty
Critical Buyers always find it a pleasure to look over our Samples
Samples cheerfully submitted upon request
P. O. Box 96

J. K. LEAMAN
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
LANCASTER, PA.
United 'Phones

J. W. BRENNEMAN
Packer and Dealer in
Leaf Tobacco
Packing House, Millersville, Pa.
Office and Salesrooms,
110 and 112 West Walnut St.
LANCASTER, PA. United Phones

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

MILTON H. RANCK
Packer of
Penna. Broad Leaf
Dealer in All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

H. H. MILLER
Light Connecticut Wrappers and Seconds
Fine Georgia and Florida Sumatra
IMPORTED SUMATRA AND HAVANA
AND MUCH
Fine Binder and Filler Stock
327 and 329 North Queen Street
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS and DEALERS in **Leaf Tobacco**
142 North Market Street
LANCASTER, PA.

The York Tobacco Co.
Packers and Jobbers in All Grades of
LEAF TOBACCO
Office and Warehouse, 15 East Clark Avenue
Manufacturers of Cigar Scrap Tobacco
York, Pa.

W. B. HOSTETTER & CO.
Packers and Dealers in
Leaf Tobacco
Rear of 144 West Market Street, on Mason Avenue,
York, Penna.
We Make SCRAP FILLER for Cigar Manufacturers.

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO
Jobber in Sumatra, Florida Sumatra and Havana
Lemon and Arch Sts. **Lancaster, Pa.**

GEO. SCHLEGEL
138 & 140 CENTRE ST.
NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.
Philadelphia Office, 573 Bourse Bldg. H. S. SPRINGER, Mgr.
Chicago, 56 Fifth Avenue, E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street. L. S. SCHOENFELD, Mgr.

HENRY H. SHEIP MFG. CO.
Cigar Boxes
Cigar Box Lumber
Largest stock of
Sawed Mexican and Cuban Cedar,
Veneered Cedar,
Imitation Cedar.
WRITE FOR PRICES
COLUMBIA AVENUE and SIXTH STREET
PHILADELPHIA.

O. L. SCHWENCKE LITHOGRAPHIC CO
CLARENDON ROAD & E. 37TH ST. BROOKLYN, N. Y.
FINE CIGAR LABELS
BANDS & EDGINGS
PRIVATE BRANDS OF ORIGINAL DESIGN
BRANCHES SAN FRANCISCO 311 SANSOME ST

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

CIGAR MAKING IN READING.

Business in Factories Pretty Fair. Box Men Verify the Report.

Reading, Pa., May 6.

Cigar manufacturing in this section is still pretty good, although in the outlying districts there is some complaint heard.

Local leaf jobbing houses are having a fair trade but they are not meeting with the same anxiety among manufacturers wanting goods that they did a year ago. It is taking much more drumming to get orders than it did.

There is one almost infallible rule to go by in getting at the accuracy of statements by manufacturers as regards business, and that is if a truthful report can be secured from cigar box manufacturers. If cigar box manufacturers have good orders, it can safely be depended upon that manufacturers of cigars have orders in hand, or they would certainly not be ordering boxes in any quantity. The cigar box people are at least moderately busy at present, which practically verifies the statements made by the cigar manufacturers.

The A. Thalheimer Mfg. Co. is cutting large tracts of timber land on Mt. Penn, which is the property of Mr. A. Thalheimer, and is working it up into cigar box lumber. The tract consists of over 40 acres, and will make an immense amount of lumber, upon which there is a premium at present.

Wm. F. Belleniere has opened a new store and cigar manufacturing establishment at 761½ Penn street.

Quite a number of changes have taken place lately in local trade circles, and not a few manufacturers and retailers have gone out of business.

The Fleck Cigar Co. is continuing to have a remarkable success on its leading brands, prominent among which is the Eastern Buffalo, a nickel cigar.

John U. Fehr & Son have about finished their packings of the 1906 crops of Pennsylvania and Connecticut tobaccos, of which they are holding considerable quantities.

A new cigar store has been opened by J. W. Ott, at 209 S. Ninth street.

OLD TOBACCO SUIT CONCLUDED

Verdict Rendered in Long Drawn Case of Strebig vs. Bitner.

Lancaster, Pa., May 6.

There is still very little change in the condition of the local leaf market, the monotony of which was slightly broken by a sale of one lot of 100 cases of 1905 Pennsylvania broadleaf on private terms, but the price is understood to have been in the neighborhood of 21 cents.

It has, furthermore, had the effect of bouyancy to a marked degree. Some members of the trade, who had themselves become almost convinced that a break in the market was inevitable and close at hand, now declare that there is less likelihood of such a thing today than for several months past.

A long drawn out case of farmer vs. packer, which has been dragging around in court for over three years, has at last been brought to trial, and a verdict in favor of the farmer was rendered.

It was the result of an action brought by M. K. Strebig against C. W. Bitner, a well known packer of leaf tobacco, to recover $721.96 alleged to be due on a tobacco transaction representing a crop of eight acres of tobacco sold to Bitner at eight cents for the wrapper grades and two cents for fillers, and which tobacco was delivered to Bitner's warehouse on March 28, 1903, when upon inspection it was declared not up to contract condition, and its acceptance was refused.

During the progress of the trial it was shown that the farmer urged Bitner to take the tobacco in and assured him that an amicable settlement could be reached, and that Bitner did permit himself to be persuaded to take the goods into his warehouse, but after he had done so, the seller refused to listen to anything but a full settlement.

It was also alleged that the farmer threatened at the time that if settlement was not made immediately suit would be instituted. Bitner afterward notified Strebig that he would sell the tobacco if he did not take it away, but Strebig did not remove it and it was subsequently sold, after having been duly advertised, and brought $129.15. A half dozen persons gave testimony to the effect that the tobacco was not delivered in a proper condition, even going so far as to say that a layer of filler tobacco was found in and around the bundles of what was to have been strictly wrapper leaf.

The jury was largely predominated by farmers who gave a verdict in favor of the farmer plaintiff, and named the sum of $898.74, representing principal and interest.

Strebig was represented by Appel & Appel, and Bitner by W. U. Hensel. The trial was largely attended by members of the tobacco trade, who were deeply interested in the case, and after hearing all the testimony given, were much surprised at the verdict.

Charles Cohen, with B. Labe & Sons, of Philadelphia, George F. Schnath, with A. Cohn & Co., New York, J. Greenewald, of Philadelphia, representing G. Falk & Bro., of New York, and C. F. Schoverling, of New Milford, Conn., were among the recent visitors in the leaf trade.

John F. Heiland was for several days last week confined to his home by an attack of the grippe.

Charles Emory Long, of M. M. Fry & Co., and M. Rosenthal, of Rosenthal & Co., delegates to the convention of the National Cigar Leaf Tobacco Associa-

HUNTER—A Nickel Cigar
Has won many races for dealers. Try it.

BRBANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars
JOHN D. LONG
OFFICE: No. 118 Mifflin Street
Manufacturer of Cigars
FACTORY: Cor. Maple & Plum Aves.
Lebanon, Penna.
A Specialty of Private Brands. Telephone Connection Samples Sent to Responsible Houses.

HERMAN DELLE

York, Penna.
Maker of
Delman 10 and 5c.
Herdel 5c.
Alex. Martin 5c.
UNION MADE
CIGARS
Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades
Correspondence solicited
Samples on application
Brands: *The* Bear, *The* Cub, Essie, and Matthew Carey

C. E. MATTINGLY & CO.
Manufacturers of
High Grade
Union Made
5c. Cigars
FOR THE
Wholesale Trade Only
Union Chief
Supreme Union

McSherrystown, Pa.

El Ono
Union Made
5-Cent Cigars
are as Good as Cigars Can be Made
Chas. A. Oberly, Maker
LEBANON, PA.

Cigars of Quality Sell and Repeat.

Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

GEO. W. PARR
Manufacturer of FINE CIGARS
Littlestown, Pa.
MAKER OF
5c. {THE FERNSIDE} 5c.
Sold to the Jobbing Trade only
Correspondence invited

W. R. DAUGHERTY & BRO.

Manufacturers of
Fine Domestic Cigars
Dallastown, Pa.
HIGHEST QUALITY FINEST PACKAGES
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

R. E. JACOBY
Wholesale Manufacturer of Strictly Uniform Quality of
High Grade Seed and Havana
Cigars

Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited

Established 1870 Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

H. G. BARNHART
Cigar Manufacturer
Springvale, Pa.
One of Our Leading Brands:
Cuban Duchess
Only High Grade Tobacco Used
Cigars always duplicate

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Houses

They Smoke It and Come Again

BLEND, QUALITY and WORKMANSHIP to Please the Most Critical Smokers
Manufactured for Jobbing Trade Only
The Toedtman Cigar Co.
Makers of the Highest Grade of 5c. Cigars Exclusively
MIAMISBURG, OHIO.

The American Tobacco Co.

Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug

They Please All Tastes

Always Uniform and Reliable

tion which is to be held in New York, are expecting to leave for Gotham today. They will probably be accompanied by several other members of the trade.

A. B. Hess, who has recently become a member of the National Association, may also go to New York as a visitor.

Notwithstanding the fact that business is comparatively dull with some of our manufacturers, I hear of many instances in which a sufficient number of cigarmakers cannot be secured, the ranks having been heavily drawn on by several new factories recently located here.

Among the exceptionally busy factories of this county at present are Clayton S. Cooper, of Brownstown, and John G. Root, of Reamstown, the last named of whom recently opened additional factories to meet the requirements of his trade.

Mr. Bushnell, of the Scotten-Dillon Co., Detroit, Mich., was a visitor here this week, and reports a very good business on the firm's Yankee Girl brand of tobacco.

PINKERTON NOT TRUST DOMINATED.

Some of Its Stock Held by the American Tobacco Co.

Zanesville, O., May 3.

The Zanesville Labor Journal has published a rather exhaustive review of the status of the Pinkerton Tobacco Company of this city, and finds that the product has always been union made and sees no good reason why the union label should be now withheld. The report is as follows:

For some time there have been rumors that the American Tobacco Co. has acquired an interest in the Pinkerton Tobacco Co., of this city. The matter was recently investigated by President Henry Fisher, of Louisville, and First Vice-President McAndrews, of Cincinnati, who visited here on the 13th and 14th. At that time the Pinkerton company signed up the scale with Local No. 29, which had been withheld until President Fisher and Vice-President McAndrews arrived and approved it. One of the provisions of the scale gave the Pinkertons the use of the nuicn label, and is the only benefit which accrues to them under it.

The Pinkerton works were formerly advertised as an independent concern. No misrepresentations have been made regarding the matter since the American Tobacco Co. secured an interest by purchasing some of the stock. The trust has never been represented in the directory and does not operate the factory, although offers have been made for the purchase of the stock owned by Mr. Pinkerton and his associates in the business. This was all explained to President Fisher and Vice-President McAndrews and after they had expressed their satisfaction and approval with the local situation, the scale was signed for the year ending April 1, 1908.

The officers of Local No. 29 were therefore astonished last week to learn from the International that no more union labels would be supplied to the Zanesville union for use on Pinkerton tobacco. It is a direct violation of their scale which was approved by President Fisher and Vice-President McAndrews before it was signed. They are indeed in a quandary.

These facts were learned in a personal investigation by the Labor Journal. The officers of Local No. 29 are in a dilemma. If the business of the Pinkerton Co. is injured by the withdrawal of the label, their union will suffer and they could be held personally liable.

Mr. Pinkerton has accepted the situation somewhat philosophically, although at first he was somewhat incensed at the action of the International officers, whom he believes to be influenced by those interested in rival factories. He says they will continue to make Buckshoe, Hot Ball and Red Man as good as ever—the purest and cleanest tobacco in the world. The Pinkerton goods have always been made by union labor and sold on their merits.

RUTHERFORD CLEAR HAVANA LEADER
from the factory of
El Draco Cigar Mfg. Co., Philada.

J. H. LIEFTINCK & ZOON
Sworn Tobacco Brokers
Office and Sample Rooms:
Brakke Grond and Frascati,
AMSTERDAM, HOLLAND.

STOKHUYZEN & BROM
Sworn Tobacco Brokers
Office and Sample Rooms:
Nos. 84—86 (Opposite Frascati),
AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMAN
Sworn Tobacco Brokers
Brokers to the Deli Maatschappy
AMSTERDAM, HOLLAND
Office and Sample Rooms:
87 Rokin & 100 Nes, opposite Frascati

Color and Cancelling Stamps
Lead Seals and Stencils
QUAKER CITY STENCIL and STAMP WORKS
Incorporated
234 Arch St., Philadelphia

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890
Capacity, 20,000 per Day

E. A. CÁLVES & CO. C HAVANA, 123 North Third Street
....IMPORTERS of PHILADELPHIA

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES. AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIES.
First Quality, Long Filler, Hand Made

JOHN SLATER & CO.
MANUFACTURERS OF
Hand-Made, Long Filler and Mold Stogies

OUR OTHER BRANDS
NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.

Factory: LANCASTER, PA.

No trouble has ever occurred in their factory which would warrant any interference, and their goods have been the pride of the tobacco chewers of Zanesville and been cordially received wherever introduced, while in some towns they have fought the non-union products of the trusts.

Miss Anna Donnelly, the President of No. 29, says the foregoing statement is correct in every particular, and the same is indorsed by members of the Scale Committee. The Pinkerton Company has always employed union labor, and it is difficult to understand why they are not entitled to the label as long as such conditions continue.

Bloomsburg Factory for Eisenlohr

Bloomsburg, Pa., May 3.

James H. Keefer, of Philadelphia, a representative of Otto Eisenlohr & Bro., of Philadelphia, manufacturers of the Cinco cigar, was in town today, and it is said was looking after a building in which to locate a branch cigar factory.

Mr. Keefer, when interviewed, refused to state whether that was his mission or not. He stated that his firm was considering plans for placing a number of factories in this part of the State, but in what places they would be located he could not tell.

However, he said that Eisenlohr Bros. had factories in operation at Boyertown, Gilbertsville, Philadelphia, York, and a number of other places, and that a sufficient number of experienced cigarmakers could not be secured in those places.

Leaf Tobacco Markets.

BALDWINSVILLE, N. Y.

The growers are busy preparing their plant beds. In some of the earlier beds the plants are up and doing well. The warehouses of Taussig & Co., and the American Cigar Co. are still open and busily engaged in assorting.—Gazette.

CONNECTICUT VALLEY.

Once more we must repeat the old story of no sales of tobacco held by the farmers of this section. But we have learned through the trade papers that prices have stiffened to quite an extent among the tobacco producers in other parts of the country. The cold weather of the past week has had its effect at least upon the mind of the farmers in this locality. Many of them have put the second lot of seed into the sprouting pans, not that it was necessary in all cases. The ground for a number of mornings was frozen, but I do not think the frost has been heavy enough to kill the sprouts or the plants that have appeared above the ground, at least not where the beds have been covered by either glass or cloth. But it is well to be on the safe side, as it requires but little seed to sow a bed in proportion to other crops. Plants, no doubt, will be a little later than they were last year; I should say from one week to ten days later. But as the weather may warm up and some good growing weather occur between now and setting time, the lateness may not amount to even one week. But it is generally thought that setting time will be some days later than usual.

Our Bradsreet (Mass.) correspondent reports the sale to parties from Dayton, O., of eighty-three cases of 1906 crop of tobacco by Charles W. Marsh. This tobacco was a part of the crop raised upon his own farm and the balance was purchased by him from Whately farmers.—American Cultivator.

EDGERTON, WIS.

Aside from some warehouse work yet to be accomplished at the packing points the conclusion could be easily reached that the tobacco season had closed. What there is left of the '06 crop in country hands is mostly assorted and cased and very little effort is made at present to lift it. Both the grower and packer is satisfied to await developments of the market. We hear of a few sales of new goods that bring a bare profit to the packer, and a little export business in old leaf, but generally speaking the market is exceedingly dull, both at home and in the Eastern centers of the trade. A few carloads of low grade goods were picked up in this market during the week by a Janesville dealer.

The outlook for the coming crop at the beginning of May is not very encouraging. Early in the week growers were shoveling snow off their plant beds, and freezing weather continues up to the present writing. The young plants have commenced to show but cannot make much headway under existing conditions. Warmer weather must come soon if the planting season is to start at the usual dates.

Shipments, 500 cases.—Reporter.

HUNTER 5c. Cigar
is successful with successful dealers.
El Draco Cigar Mfg. Co., Phila.

Porto Rico Cigar Co.
Red Lion, Pa.
WHOLESALE CIGAR MANUFACTURERS
Major Paul, Lord Selkirk, Arrow Point } 5c.
Tom Lewis—2 for 5c.
Wholesale and Jobbing Trade Only

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
Manufactured Only by
LEONARD WAGNER
Factory No. 2 707 Ohio St., ALLEGHENY, PA.

GEO. STEUERNAGLE

Manufacturer of
Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

OLDEST MANUFACTURERS OF
PEACH and PRUNE ESSENCES
Also of the
World Renowned and Non-Evaporating
SPANISH BETUNS
Cigar and Tobacco Flavors, Sweeteners, etc.
Write for Free Samples and Particulars
Guaranteed to be the Strongest and Best
Established 1855
FRIES & BRO.
92 Reade Street, NEW YORK.

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

WM STEINER, SONS & CO.
Lithographers.
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540-550 W. 58TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC

NEW ORLEANS. SAN FRANCISCO
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI

A. KAUFFMAN & BRO.
CIGAR BOXES
YORK, PENN'A.

LABELS
Cigar Ribbons Silk, Imitation & Muslinola Ribbon
CORRESPONDENCE SOLICITED
KEYSTONE VARIETY WORKS HANOVER, PA.
ESTABLISHED 1890
GIVE US A TRIAL WE WANT YOUR OPINION
Printed or Stamped in Gold or Silver
BANDS
STOCK CARDS

Established 1877 New Factory 1904
H. W. HEFFENER
Howard and Boundary Aves.
YORK, PA.
Steam Cigar Box Manufacturer
DEALER IN
CIGAR BOX LUMBER, LABELS, RIBBONS, EDGINGS, BANDS, ETC.

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

Weidman Bros. & Moyer
Manufacturers of
Cigar Boxes
Special Attention to GOLD LEAF EMBOSSING HIGH GRADE Work
Factories:
Womelsdorf, Pa., Sinking Spring, Pa.
Established 1891

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes and Shipping Cases
Dealers in
Labels, Ribbons, Edgings
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER Manufacturer of
Dealer in LUMBER LABELS EDGING ETC.
Cigar Boxes and Cases
R. F. D. No. 3
YORK, PENNA.

MINNICH BALING PRESS

Patented March 9, 1897
For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.
Specially Constructed
..PRESSES..
For Leaf Tobacco Packers
Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.
MINNICH MACHINE WORKS
Landisville, Lancaster Co., Pa.

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JOBBER and DEALER in PRODUCTS of
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American Cigar Co. American Stogie Co.
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IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
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Are the CIGARS of the following Registered Brands
"Brilliant Star" Clear Havana . . 10c.
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"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made 2 for 5c.
Special Brands Made to Order
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here We Will Save You Money

For Sale by All Dealers
VIRGINIA

PERIQUE
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"AS GOOD AS THE NAME"

E. REGENSBURG & SONS

THE AMERICAN

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HAVANA CIGARS

NONE GENUINE UNLESS BEARING THIS BAND WITH OUR TRADE MARK IN COLORS

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ON SALE EVERYWHERE

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DIAMOND JOE CIGAR FACTORY brands stand pre-eminently in a class of their own.

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Manufacturers of CIGARS & Dealers in LEAF TOBACCO,

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Importers & Packers of LEAF TOBACCO

310 Race Street Philadelphia

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No other brand of Tobacco has grown so quickly in public favor

Reasons:
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Friendly Dealers' Aid
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We call attention to our late purchases of very choice marks of **New Sumatra** in Amsterdam

We have a Complete Stock of **Old Sumatras** A request for **Samples** will receive prompt attention

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Write for Samples

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231 CHESTNUT STREET

CORRESPONDENCE SOLICITED PHILADELPHIA

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615 Market St., Philada.

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Reserved

SUPERIOR Quality and Workmanship

Factory No. 968, First District Penna.

If You Want to be in HAVANA Smoke

CAMELA 5c.

Made by CIGARS

HENRY HEYMANN'S SONS

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White Knight

5-cent Cigar

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AT

All Jobbing Houses

Parmenter Wax-Lined Coupon Cigar Pockets

Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.

Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.

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Sole Owners and Manufacturers.

THE TOBACCO WORLD

Vol. XXVII., No. 20 PHILADELPHIA, MAY 15, 1907 One Dollar the Year

THE BINGHAMTON SITUATION.

Union Cigarmakers Unsettled.

Binghamton, N. Y., May 10.

The cigarmaking situation in union shops in this city promises to be still further complicated through the announcement made that a special meeting of Cigarmakers' Union, No. 218, has been called to discuss the feasibility of voting into effect at once the $1 increase voted at the meeting of Union No. 16.

As stated, both unions, in joint session, have voted not to put the new bill of prices into effect, but Union 16 broke away from the agreement. Now agitation is under way in Union 218, whereby that union would follow the action taken by No. 16.

Union No. 218, which has over 300 members, is the largest in the city, and many of these are employed in the big cigar factory of F. B. Richards & Co. Mr. Richards shut down his factory and it is safe to say, upon good authority, that if Union 218 follows the example of No. 16, Mr. Richard's factory will stay shut, and others will follow.

It may be that the present union shops will be declared open if the union votes for the increase. That is said by union manufacturers to be the only course to follow and they are being encouraged by the open shops.

Several Union Shops Re-opened.

Binghamton, N. Y., May 11.

A special meeting of Cigarmakers' Union, No. 218, was held at five o'clock yesterday afternoon with about 125 members present out of a membership of over 300. It was announced that Union 16 had appealed from the decision taken by the joint meeting of the local unions not to enforce the $1 wage increase, and that notice of this appeal had been sent to International Headquarters at Chicago. The appeal is taken on the ground that the meeting was illegally called.

Union No. 218 framed a reply to the appeal and ordered it forwarded to Chicago. It is expected that later No. 218 will send a delegate to Chicago to explain the situation in Binghamton.

It is believed that the conciliatory attitude toward the union and open shops by No. 218 at its meeting last evening has about solved the difficulties which have been hampering cigarmaking in this city this spring, and today renewed confidence in the business was expressed by the manufacturers.

Some of the shops which have been closed will be re-opened at once. A number of these shops are "buckeye" and they will begin work today.

The factory of F. B. Richards & Co., where 235 people are on the pay roll was re-opened this morning.

Union men declare there is no truth to the reports that organizers are at work in open shops forming unions and say the condition here is peaceful as could be desired. Everything now rests with the International Union and no trouble is anticipated from that source.

To all cigar manufacturers in this district a copy of the following notice was yesterday sent by the secretary of the local label board:

"At a joint meeting of local unions held April 19, 1907, the action of the joint meeting of March 17, 1907, was reconsidered and rescinded.

"Therefore you are notified to pay the bill of prices dated March 1, 1907, until further notice from this board. Any notice contrary to this is false."

Cigar Label Suit Re-opened.

Milwaukee, Wis., May 10.

The suit of Cigarmakers' Union No. 25, against the Postoffice Cigar Company for the alleged use of a label purporting to be the label of the Cigarmakers' International Union, and which is further alleged to be a spurious copy of the label, will be tried in Municipal Court on an appeal of the manufacturers from a decision in the District Court. Among the witnesses who will testify in behalf of the plaintiffs are G. W. Perkins, president of the union, and John Hollister of the Hollister Printing Company, Chicago.

CHANGES IN NEW HAVEN HOUSE

Redfield and Barnes Retire From L. L. Stoddard Co.

New Haven, Conn., May 10.

Announcement is made of the retirement of Clayton H. Redfield and Charles M. Barnes from the L. L. Stoddard Tobacco Company, on Chapel street. Their stock has been purchased by Frank L. Stoddard, who becomes president of the company and George I. Bishop, secretary and treasurer.

Both of the retiring members are well known. Mr. Clayton became associated with the firm shortly after the death of L. L. Stoddard. Mr. Barnes, a brother-in-law of Frank L. Stoddard, has been connected with the firm for many years.

The new president, Frank L. Stoddard, is a son of the founder of the business, L L. Stoddard. George I. Bishop was for twenty years associated with the N. Y., N. H., & H. R. R., the last five years as traveling auditor.

The L. L. Stoddard Tobacco Company has always stood as one of the leading firms of its kind in New England.

CIGAR EXHIBIT IN NEW ZEALAND

THE ABOVE is an illustration of a cigar exhibit made in New Zealand some time ago by the well known Havana cigar manufacturing firm, Cifuentes, Fernandez y Ca., proprietors of the famous "Partagas" factory, and upon which exhibit they were awarded, by the New Zealand International Exhibition, the Highest Special Award and Gold Medal.

The exhibit was made under the supervision of H. E. Partridge & Co., of Auckland, who are the Partagas agents for Australia.

CIGARETTE FIGHT IN CHICAGO.

Dealers Say Trust or Theatres Are Violating Law.

Chicago, Ill., May 8.

Charges that the American Tobacco Company and several downtown theatres are violating the ordinance regulating the sale of cigarettes, were made by speakers at a meeting of the Chicago Cigar Dealers' Association, held this week, at the Masonic Temple.

It was declared that cigarettes were given away between the acts in practically every downtown theatre, and the Colonial Theatre, the Grand Opera House, and the Majestic Theatre were mentioned. This practice, it was asserted, is in violation of the cigarette ordinance in that the ordinance prohibits the sale or giving away of cigarettes without a license.

Emil Griefen, a member of the association, who brought the subject before the meeting, said he had notified the license officer of the violations, but, he asserted, the latter had done nothing because he received passes to the theatres.

Given Away in Smoking Rooms.

The cigarettes, it was said, are given away in the "smoking rooms" of the playhouses, uniformed boys being on hand to supply the demand, which was said to be large.

"If the practice of giving away cigarettes at the theatres is to continue, the theatres should be made to pay a license," said Mr. Griefen.

"Cigarettes are being given away every night at the down town theatres, and it has been going on for some time.

I know it is being done at the Colonial Theatre and the Grand Opera House, and I am told the practice is in vogue at the Majestic.

"Either the theatres or the American Tobacco Company should be compelled to take out a license if they wish to continue it. At present it is in violation of the ordinance. The licenses of the tobacco company do not give permission to give away cigarettes at any other place than that named in the license."

Mr. Griefen was appointed a committee of one to call the attention of the authorities to the alleged violation.

Urges $25 License for All.

The meeting was held for the purpose of devising a plan whereby the present cigarette license fee of $100 a year might be reduced. This plan, however, was sidetracked temporarily by a plan presented by Albert Brietung, president of the association, whereby every dealer handling tobacco in any form should be licensed at the rate of $25 a year.

"By adopting this plan the city would gain a big amount of revenue annually and the tobacco and cigar dealers would be treated more justly than at present," said Mr. Breitung. "With only $100 a year cigarette license the city takes in only $70,000. If the cigarette license were knocked out and the

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Importers of Havana and Sumatra and Packers of Seed Leaf

Tobacco

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LEOPOLD LOEB & CO.

Importers of **Sumatra** and **Havana**

and Packers of **Leaf Tobacco**

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Importers of HAVANA and SUMATRA SEED LEAF **TOBACCO**

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SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

H. Golinsky & Son — Importers & Packers of — HAVANA AND SEED LEAF TOBACCO SUMATRA

147 N. Third St, Philadelphia, Pa.

L. KRUPPENBACH

IMPORTER of HAVANA and SUMATRA

DEALER IN LEAF TOBACCO

REGISTERED 1642-44 N. ELEVENTH. ST. PHILADELPHIA

The Empire Leaf Tobacco Co.,

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St., Phila.

J. S. BATROFF

224 Arch St., Philadelphia

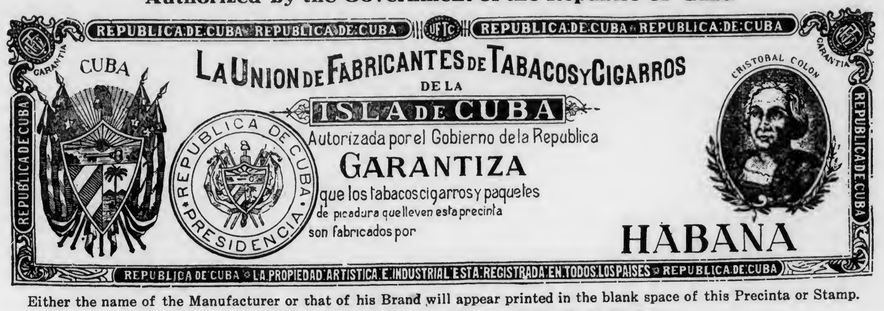
Broker in LEAF TOBACCO

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba



Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The preceding cut is a fac-simile, in its actual size, of the Precinta, or Warranty Stamp, which is used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that the Cigars, Cigarettes and Cut Tobacco packages which bear these stamps were made in Cuba.

Thus a copy of the Warranty Stamp, attached to any Box of Cigars and Cigarettes, or to any Package of Cut Tobacco, means that those Cigars, Cigarettes and Cut Tobacco have been made in Havana, Cuba, with the Genuine Tobacco Leaf grown on the Island of Cuba.

DON'T FORGET THIS, IMPORTERS, DISTRIBUTORS and RETAILERS.

THE COLORS OF THE PRECINTA:—Black with Pale Blue Ground; fac-simile of the Seal of the Presidency of the Republic, Sky Blue.

general $25 a year license adopted, the city's revenue would amount to about $400,000 a year. I base these figures on the fact that there are nearly 20,000 dealers in Chicago selling tobacco in some form. Allowing 4,000 of them to drop out of business on account of the license it would leave 16,000 dealers, and they would yield the revenue I have named."

A committee of the association will lay the plan before the License Committee of the City Council next week.

More Devastation in Kentucky.

Hopkinsville, Ky., May 11.

News has reached here that the plant beds of S. R. Moseley, at Roaring Springs, in Trigg county, were dug up by night riders. About 900 square yards were destroyed. Mr. Moseley's plant beds were sown with grass seed several weeks ago, since which time he had sown new ones.

In the last raid the night riders made sure by digging up both old and new beds. In the centre of one the dirt was formed into a pile shaped like a grave, sticks being stuck in for head and foot stones. Mr. Moseley is not a member of the association. On the same night plant beds on the farm of A. M. Henry, near Newstead, belonging to three colored croppers were destroyed. These negroes were all members of the association.

In Caldwell county, night riders raided the home of a farmer named Hollowell and fired several shots into the house, slightly wounding Mrs. Hollowell. The reason for the raid is thought to be Hollowell's action in giving testimony against night riders in the recent trial.

Tobacco Injunction Stands.

Frankfort, Ky., May 10.

The Court of Appeals has, through Judge Barker, declined to dissolve an injunction to restrain a tobacco raiser from breaking a contract with the Burley Tobacco Society and selling his crop to the American Tobacco Company. In the action is raised the question of the constitutionality of the legislative act legalizing the forming of pools by farmers on their products.

NEW BRITISH COMBINE

Proposes to Bring Concerns Outside of Imperial Co. into Traders' Council.

London, May 4.

What may turn out to be a matter of some importance in the British tobacco trade is a movement just set on foot to unite all the independent concerns outside of the Imperial Tobacco Company, which controls a very large majority of the English trade. These independent concerns include, among others, such influntial firms as T. Gallagher, Ltd., of Belfast; Muriatti & Sons, Manchester; Careras, Ltd., London; T. B. Goob, Dublin; Murray Sons & Co., Belfast; J. R. Freeman & Son, London; W. J. Harris & Son, London; Malcujik Cigarette Company London; Cohen & Weenan, London; Morris & Elkin, London, and Toefani & Co., London.

It is now proposed to bring these different houses and manufacturers into what is called the Tobacco Traders' Council of Great Britain. This company has been organized as a limited concern under the auspices of the various independent people already mentioned.

The propectus declares that it is not a trust, but that it proposes to abolish unfair cutting and foolish competition, while giving to the members of the trade the control of their own business. Of course, it will fight the Imperial Tobacco Company, generally known as the British Tobacco Trust, and the idea is that the existing independent concerns can do this more successfully under a combination than separately.

Stogie Mfg. Co. Changes Name.

Pittsburg, Pa., May 11.

The American Stogie Co., a subsidary concern of the tobacco trust, has been doing an extensive cigar business, mostly in cheap scrap cigars, put up in attractive style of packages, etc., and to further increase their business they are now changing the style name of their firm to the Union Cigar Co., so that they can push union cigars instead of stogies, which were their leaders a few years ago.

A Good Pair to Go On . . .

Two of Our Popular Five Cent Brands. Our Goods are Made of Best Selections, Made Carefully, and Made to Duplicate.

Wolf Brothers,

RED LION, PA.

INCREASE YOUR PROFIT!

Columbia Straight Will Do It.

We bought a large supply of Good Havana and Domestic Tobacco at the right time.——We are located where Good Workmen can be had at Fair Prices.

These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.

Fred Schlaeger & Co., Columbia, Pa.

Samples on application.

GROWERS MAY START FACTORY

If Trust Refuses to Buy Pooled Tobacco.

Lexington, Ky., May 10.

W. B. Hawkins, one of the leaders in the Burley Tobacco Growers' Organization, says that the association will probably establish a tobacco manufactory. "If the trust," he said, "continues to show a disinclination to buy pooled tobacco, the growers will manufacture their own product. The capital to operate the enterprise can be raised without difficulty. The farmers have formed a labor union and will affiliate with other labor unions. The tobacco manufactured by the union would have almost exclusive sale among union men." Mr. Hawkins says that an arrangement will be made by which growers can trade tobacco for stock in the company.

Jobbers Change Location.

Pittsburg, Pa., May 13.

A. Friedberg & Bro., jobbers in cigars and leaf tobacco, formerly located at No. 6 Stevenson street, have secured new quarters at 317 Water street, between Smithfield and Wood streets. The firm commenced business in Monongahela, a suburb of this city, but some time ago removed here to be able to take advantage of the greater facilities which the city afforded and to profit by the greater opportunities of more rapid expansion. They seem to have met with success, since it has been necessary to seek larger quarters for the second time.

Important Louisiana Change.

Lake Charles, La., May 11.

A deal was consummated recently, by which the Southern Cigar Company of this city becomes the owner of the retail cigar and tobacco business heretofore conducted by Sam Levy, at 723 Ryan street.

Dallas Gross, president of the Southern Cigar Company, made the deal for his company, which has taken possession. The Southern Cigar Company is a close corporation controlled exclusively by the Gross family, and for the past five years has been engaged in the manufacture of high grade cigars here, having a factory in the Kauffman building, which will now be moved into the building heretofore occupied by Mr. Levy, which has been leased by the new owners.

J. L. Gross, Jr. will be associated with the company, and will be the road man for this section.

Pushing Old Brands.

The H. Sommer Co., of Quakertown, one of the oldest cigar manufacturing establishments in Pennsylvania, is also still one of the most active. The product of this factory is sold throughout many States, and an extensive business is done.

This house is the manufacturer of the Red Ola, Dorothy Dix and King Clay, as well as a large line of others, but these in particular have been on the market for a considerable length of time, are thoroughly well established, and each succeeding year have gained a more extended sale, so that much energy is being well directed toward further exploitation of these well known brands.

LETTERS TO THE EDITOR.

Interesting Communication on Maryland Tobacco and Methods of Cultivation and Handling.

The Cigar Box Lumber Situation Entertainingly Discussed.

Among the letters received during the past week were several of much interest, and which were so edifying and entertainingly written that we take pleasure in printing them herewith in full. The first one was written by Franklin Weems, secretary of the Maryland Tobacco Growers' Association, and reads as follows:

"As a subscriber to your paper I desire to express my appreciation of its usefulness to the tobacco growers of Maryland, in that we are beginning to depend largely on it for up-to-date and reliable information regarding the current market conditions in all the tobacco growing sections of the United States and foreign countries.

"We keep a copy on file at one of our State tobacco warehouses and wish that everyone of the Baltimore commission houses handling our crop of leaf tobacco would also keep a copy on file so that their patrons could have the benefit of your weekly market reports.

Methods of Improvement.

"The Maryland Tobacco Growers' Association is striving to bring about such improved conditions in growing, handling and packing that our customers both at home and abroad will feel that they can use more and more of our tobacco and can afford to pay such prices as will justify the cost of the extra care and labor involved."

Classification of Crops.

"Up to this year no attempt had ever been made to classify the various crop types that we produce, and no proper crop records have been kept. We have now undertaken such classification and have established a grading bureau, by means of which we hope to enlighten our growers as to current market conditions and furnish them with data that will be useful to them in their work."

Demand is Increasing.

"Good tobacco has, for several years, been cheaper in Maryland than anywhere else in this country and our trade with domestic manufacturers has been steadily growing."

Thirteen Year Old Tobacco.

"One of our State tobacco warehouses having been lately torn down in order to widen a street, a lot of about 17 hogsheads of tobacco from ten to thirteen years old was discovered and is now in the hands of the State tobacco inspector in Baltimore, for sale. It is of all types from bright red and yellow crop leaf to old fashioned frost bitten tips from late planted crops, and it all seems to have, like old wine, improved with age. Some enterprising manufacturers will no doubt secure the lot and get a good thing."

Production Below Normal.

"Our yield last year was below normal on account of a late summer rainy spell which interfered with the housing and curing, and I fear, that the scarcity of farm labor will have the effect of cutting down our acreage this year."

Planting will be Late.

The cold weather has forced many growers to re-seed their tobacco beds and planting will be late."

Signed, Franklin Weems.

The other letter referred to in our introductory remarks was received from Asa W. Vandegrift, President of Sheip & Vandegrift, Inc., Philadelphia, extensive manufacturers of cigar boxes and cigar box lumber, and who beside being well known to the trade, is also thoroughly informed. His letter will therefore be read with interest and profit by both cigar and cigar box manufacturers, all of whom are eager for all the information on this important subject that is obtainable.

Mr. Vandegrift's letter reads as follows:

"We have read the article in your issue of May 1, on re-making cigar boxes. This is the only article we have seen that presents the situation exactly as it confronts the cigar box manufacturer and cites correctly the situation in the lumber market, as to the prices at the present time compared with prices of two years ago.

"We desire to state that concerning the round logs which you speak about, very few came into the market excepting in the last two years. At the present time there are quite a number of round logs in New York city at prices ranging from 9 to 11 cents, and ranging in size from 30 to 50 inches in circumference.

"You can readily imagine how hard it is for a box manufacturer to take a log 30 inches in circumference, square it up, cut the heart out and lose from 6 to 8 inches diameter when the log itself is only 10 inches in diameter. It is utterly impossible for a box manufacturer to get top or bottom out of such sized logs. It is shameful to bring such logs into the market, as they are but mere limbs of trees."

Spanish Cedar.

"The lumber that is coming from Cuba into this market today is from tracts that have been gone over once before, therefore making it impossible to get large logs. The price of round logs is double what it was a year ago, and yet the size of the logs makes it almost impossible for the box manufacturers to use them. Moreover, the round logs being so small and young they have considerable white sap to the outer edge of the board, rather than the fine red color which centres of logs contain."

Poplar Lumber.

"As for poplar lumber, which is entirely used for the manufacture of veneered and imitation, would state that the demand for this lumber has increased rapidly for purposes other than cigar box lumber, and it is being cut up very rapidly.

"Poplar logs and timber tracts are being sold today at much higher prices than were before known for twenty years. It will pay any manufacturer of cigar box lumber better to cut poplar logs into fine heavy timber, because they would make more profit out of the logs. Even at the exceedingly high price of veneered and imitation, the manufacturers are not making the profit they did two years ago when cigar box lumber was selling for less money."

Re-making Cigar Boxes.

"As to your article about using cigar boxes over again. If it were possible to give the manufacturer a good box with any saving whatever we surely would be glad to see such a law enacted. The answer to this by "Packages" is surely well taken. To produce a new looking box from an old one it is necessary to replane the small pieces of lumber, and in doing so you make the lumber thinner and a less substantial box results. Likewise to re-cut the ends where the nails have been driven in makes the box a trifle smaller. To do this work it costs for the labor more money than to make an entirely new box.

"It strikes us that if this law should be enacted it could only be taken advantage of by small cigar manufacturers who retail their own cigars.

"The large cigar manufacturers would have their own troubles in receiving boxes from the various jobbers and large retailers of such size possibly they could not readily use, and possibly many of the boxes badly broken. To renew boxes by putting in some new parts costs just the same as new boxes, perhaps even more."

Trade Paper Attack Unwarranted.

"The boxmakers have stood aside for some months allowing articles in certain trade journals, which were inimical and prejudicial, to go unchallenged, but we believe that the trade by this time well knows the true condition of affairs, and knows that the boxmaker has not taken any advantage of the cigar manufacturer, but was compelled to get back part of that which he was obliged to pay out."

Cost of Labor, etc., Higher.

"In addition to the extremely high price of material, labor has also steadily advanced in the manufacture of cigar boxes, same as in all other lines.

"Under the present condition of the market the boxmaker is making less money that he did two years ago.

"Freight on cedar lumber from Cuba has this month advanced $15 per M., board measure."

Thanks for Square Deal.

"We are glad that you have thoroughly investigated the true condition and give the boxmakers a square deal."

Signed, Asa W. Vandegrift.

Miami Valley Tobacco History.

Dayton, O., May 11.

About the year 1838, a Mr. Pomeroy from Connecticut moved into Montgomery county, bringing with him some tobacco seed from his native State. Being of an experimental temperament, he planted this seed on the banks of Hole Creek, near Centerville. So great was his success that the cultivation of tobacco was gradually adopted by his neighbors.

Until 1850, however, its cultivation was confined to Montgomery county. In that year, its cultivation was introduced into Greene county, and in 1851, a small quantity was raised in Butler. The next five years witnessed its introduction into Darke, Warren, Preble and Miami counties.

In 1855, there were, 233,246 pounds raised in the above named counties, Darke county producing 7,132 pounds, about what an average crop would yield now. Until the year 1870, the seed leaf variety was about the only kind grown in the Miami Valley. In that year, however, some Yara seed was sent to the Valley, which, owing to the properties of the soil and conditions of the climate, developed into a variety, known as Dutch tobacco. Then another variety was introduced in 1876. In that year a Wisconsin grower secured seed from Havana and after meeting with success in growing it, sent some seed to a Mr. Zimmer, of Miamisburg, who distributed it among the growers of the vicinity. Success in its cultivation was at once attained and Zimmer-Spanish now ranks as one of our leading varieties.

The crop of 1906, while in some respects of inferior quality, commanded very high prices, especially early last fall. At that time the field was flooded with buyers, good, bad and indifferent. The crop in the field looked fine but when shedded it contracted many diseases, shed burn, black rot, pole rot, etc., which deteriorated its value. This condition, of course, was very distressing to the buyer. "But," says a dealer, "the cut in the price of most crops was not due as much to its natural diseases as to the manner in which it was handled."

It is undoubtedly true that many farmers put their tobacco up any old way, expecting it to be received without any trouble. That this fails to work has been exemplified this year. On the other hand, a great deal of the trouble between farmer and buyer fell on the latter. Last fall when the demand was great, prices high and still seemed to be going higher, a great number of buyers went into the field for the purpose of speculating. Instead of a steady increase in price, however, there was a rapid decline; the speculator could not turn his contracts and the farmer still owned his tobacco. Hence the good grower suffers at the hands of the bad buyer, and the bad grower suffers at the hands of the good buyer.

To alleviate the troubles of the past year, we would suggest to the grower: (1) Be careful who you sell to. (2) Handle your tobacco to the best of your ability, regardless of the price. To the buyer: (1) Don't contract with the farmer unless you can fulfill your contract. (2) Don't be too unreasonable in your intepretation of "merchantable condition." To both: Don't sell until you have something to sell; don't buy until you know what you are buying.

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STRIKE AT LOUISVILLE.

Several Manufacturers Refused to Sign. 250 Men Out.

Louisville, Ky., May 11.

At the beginning of this week about two hundred and fifty union cigarmakers and packers failed to report for work in several of the largest factories. This is occasioned by the owners of the factories refusing to sign the scale for the increase in wages scheduled to go into effect. The owners of the factories who did not sign the scale are C. C. Bickel & Co., J. R. Lancaster, Coblenz Brothers, J. T. Stier & Son, S. S. Spier and Resch Brothers. They were waited on by the committee appointed by the local union. In every instance those who did not sign the scale asked for further time in which to consider the matter. The manufacturers said that the matter was a serious question and plenty of time should be given in which to consider it.

About thirty of the small factory owners signed the agreement, and work was resumed in their shops. The increase asked by the cigarmakers was $1 a thousand. The packers asked for an increase of ten cents a thousand.

Members of the local union held a meeting at Germania Hall, at which different phases of the wage question were discussed by members. No action whatever was taken at the meeting, as the strike order comes from national headquarters. The order simply becomes effective by the factory owners refusing to accede to the demand for the increase in wages.

Suit on Stock Subscription.

Louisville, Ky., May 11.

A. A. Van Buren this week filed suit against the Weissinger Tobacco Company for the rescinding of a stock subscription of $2,000, which he alleges to have made in August, 1905, at the solicitation of the defendant concern. He said he was induced to buy on the representation that the company would apply the proceeds from the sale of $70,000 worth of stock to the purchase of the Green River Tobacco Company, at Maysville, and the remaining $30,000 worth of the capitalization to supply a working capital.

This venture, it is said, was abandoned, and the stock is now worth only 40, according to the plaintiff's claims. He declares that the company declines to refund his $2,000, and has not issued him his stock certificates.

Tobacco Growers to Incorporate.

Hartford, Conn., May 10.

The Hartford County Tobacco Growers' Protective Association met recently in Wells Hall, East Hartford. An enthusiastic meeting was held and by-laws were adopted. The association voted to incorporate under the general laws of the State, with a capitalization of $50,000. Secretary W. K. Ackerly said that the enthusiasm of the members bore fruit and a considerable amount of stock was subscribed for last evening. He knew of others waiting for an opportunity to go into the association with financial aid. As soon as the association is incorporated, it is proposed to protect the members and growers in general by active means. Mr. Ackerly said that the growers are united for general activity all through this section and there are great prospects for the success of the undertaking.

Destructive Fly Discovered.

The tobacco growers of Robertson county, Tenn., are all stirred up over the appearance of an unknown fly, which is destroying their plants by the hundred. Reports from different sections of the county state that no plant beds are going undisturbed by these mysterious insects. The flies are a little smaller than the house fly and besides being able to fly wherever they please, they can hop as far as the ordinary grasshopper.

It is not thought that Robertson county will produce over half a crop of tobacco this season, owing to the destruction wrought by the fly, heavy rains and the late spring.

—Russell Bros., cigar manufacturers and retail dealers at Montello, Wis., have closed out their business, but both will again engage in the business. William Russell is going to Omro, and John Russell to Markesan.

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STRIKE AND DROUGHT PARALYZE BUSINESS IN CUBA.

Trade in the Havana Leaf Tobacco Market Practically at a Stand. No Relief in Sight at Present.

Special Correspondence of The Tobacco World.)

Havana, Cuba, May 6, 1907.

The strike, which has been put on a business-like footing, still continues, and at the present writing matters are no nearer a satisfactory settlement now than they were a week ago. On the contrary the strikers appear to be as strong as ever in their position, and are still maintaining that they have right and justice on their side and that in the end not only will the trust be forced to accede to their demands, but the independent manufacturers (who thought to break the backbone of the strike by precipating matters) will also be obliged to concede wages paid in American money. Three factories which, because they did not belong to the Union de Fabricantes de Tabacos y Cigarros de la Isla de Cuba, did not join in the general lockout declared last week, are still working, and there was a rumor that two small factories which had been offered large orders on condition that they would be carried out immediately (otherwise the orders would be given to one of the factories still working) had decided to give in to the demands of the strikers and would open up today.

The strike and the continued drought have practically brought business to a standstill. Out in the country the farmers are unable to handle the tobacco now hanging up in the drying sheds excepting for a few hours in the early morning, when the heavy dew moistens it sufficiently to permit of its being taken down from the poles without danger of its crumbling to pieces. It is impossible to start up the escojidas, which are generally running at this season of the year, and the market is dull, in fact I have only been able to learn of one small transaction between local dealers during the past week.

Saturday's steamer brought in several tobacco men from Tampa and Key West, but they are here principally to study the situation at close range, and have not begun any operations in the market so far, although as this is only the beginning of the week there may be more news to chronicle later on.

Heavy clouds in Havana on Sunday made it seem as if rain were near, and indeed a few drops did fall early in the afternoon, but not even a stretch of the imagination could call it a shower. Reports from the country are very bad, especially in the Santa Clara province, where in some of the smaller towns the people stand in line waiting for a chance to fill their pitchers at the public fountains. Cattle have been turned adrift to shift for themselves, and it is said that they are offered for sale at a centen a head, and that not even at these figures can they find any takers.

Tobacco is beginning to arrive quite freely from the country, the largest part coming from the Vuelta Abajo, and there are already some 8,000 bales of this class in the market—more than half of the whole amount received up to date.

Buyers Come and Go.

Arrivals.—Edgar J. Stachelberg, of M. Stachelberg & Co., F. Bustillo, of Bustillo Bros., A. Santaella, of A. Santaella & Co., and H. S. Joseppa, of Tampa; W. J. Lightbourne, of The Cortez Cigar Co., and Tomas Arteaga, of G. W. Nichols & Co., Key West; R. M. Ybor, of Ybor City.

Havana Cigar Manufacturers

are making the best of the situation, and while none of them lack orders, and all could resume work tomorrow should the strikers come to their senses, of course there is nothing to be said at present. Eden, not being in the Union de Fabricantes, is one of the factories which is working.

In the name of the Tobacco World we extend our deepest sympathy to Don Antero Prieto Gonzalez, of the firm of Sobrs. de A. Gonzalez, on the death of his young son.

Constitution Seed & Havana Cigars are the Best that can be made. Do you sell them?

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FIGURAS 39-41, Cable: "Cuetara" **HAVANA, CUBA**

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RECEIPTS FROM THE COUNTRY.

	Week ending May 4 Bales	Since Jan. 1 Bales
Vuelta Abajo	1,128	7,990
Semi Vuelta	85	483
Partido	31	391
Matanzas		245
Remedios & S. Clara	26	4,770
Santiago de Cuba	15	1,729
Total	1,285	15,608

BRIGHTER SKIES IN YORK.

Orders More Plentiful. Stimulating Trade. May-Day Strike.

York, Pa., May 13.

There has been a slight change for the better since my last report from this section. Manufacturers, while not yet generally busy are finding orders coming in moderately well, and prospects are now brightening. Some few manufacturers are getting out new brands, buying new labels and doing other things calculated to stimulate trade somewhat, which such action on their part often has the effect of doing.

May day is not usually of much consequence in the cigar industry of this county, but this year proved to be an exception to the rule, and the cigarmakers at several factories having become restless demanded an increase in the wage scale, which in view of the high prices for the raw material manufacturers could not accede to without giving the matter careful consideration and the result was that the men promptly walked out of the factories. At one factory over 100 hands left practically in a body.

This particular factory is known never to have laid hands off during a dull spell, nor even to have put them on a limit of production, and the fact was either forgotten or wilfully overlooked. In view of the fact that the firm had an immense trade and was not willing to undergo a complete revolution in its methods it was decided to offer a mild compromise which amounted to, it is said, about 1 cent per hundred, but it was accepted, and the next day all hands returned to their places, and full operations were at once resumed.

Another and smaller factory suffered the same fate, and as the proprietor refused to made any concessions whatever, the hands are still out.

The first story or basement of the new cigar factory of Samuel Kauffman, at Dallastown, is completed and work on the building proper commenced. Emanuel Sechrist has also completed the foundation for his large establishment on the same street at the west end of the borough.

The Red Lion Scrap Tobacco Company building is fast approaching completion, and will be placed under roof this week. Manager Mate says another month will witness it in operation, the boiler having already been placed while the other machinery is on hand for erection.

Mr. Bushnel, of Scotten-Dillon Co., manufacturers at Detroit, Mich., was a recent visitor here, and booked several very substantial orders for his firm's product.

Artus Spatz, of Dallastown, cigar manufacturer, has been on a business and pleasure trip to Mansfield, O., where he has a very large account for his product.

W. H. Raab, of W. H. Raab & Sons, cigar manufacturers at Dallastown, has been on a visit through the leaf tobacco sections of the Connecticut Valley. He was accompanied by C. G. Willis, of York.

IMPROVEMENT IN LANCASTER.

Farmers Must Soon Sell Their Old Leaf or Pack It.

Lancaster, Pa., May 13.

There is not yet as much improvement in the leaf trade as had been hoped for, but packers are taking the situation philosophically and little real complaint is heard. Last week may be said to have shown slightly greater animation in the local market than several previous weeks did, but it was owing to the presence of a few out of town members of the trade. Their purchases were, however, not extensive and the volume of the week's transactions was not greatly increased.

There is still tobacco to be bought from growers, and the time is now rapidly approaching when they must either sell at the best figure they can get, or pack it themselves. If a real warm spell should set in, the tobacco piled up in the bundles would soon heat up, and as packers seriously object to receiving tobacco that is in a high state of fermentation, farmers could not then sell it at all, and would be compelled to pack it to save it from ruin.

The cigar output for April, 1907, has again eclipsed the production during the corresponding month of 1906, and yet more complaint was heard among the manufacturing branch of the trade this year than during the same period a year ago.

The increase is attributed, at least partially, to the large production of foreign manufacturers who have opened factories in this district within the past year. There is also some indication of more coming.

Mr. Hummel, of New York, representing the American Tobacco Company, was at Terre Hill, and conferred with local business men in regard to locating a factory in that town. A public meeting was held to consider his proposition, which is that the people of the town erect a factory building large enough to meet their demand for the present, on a site which will at any time afford its enlargement. The company will guarantee a good rent as interest for the money invested. Saturday afternoon another meeting was held on the second floor of Watts' store. Different committees were appointed to further the project and see what can be done toward raising the amount required to put up the building, after which it is proposed a stock company will be organized. A great deal of enthusiasm prevails in the town concerning the matter and indications are that the factory will be located there in a short time. A factory 50 by 150 feet in dimensions is under consideration. The cost would be about $15,000.

Julius Vetterlein, of J. Vetterlein & Co., Philadelphia, was in this city last week looking over some tobacco recently purchased by his representatives. He seemed well satisfied with the purchases.

I. H. Weaver, one of our best known local leaf tobacco packers, was among the Lancaster contingent of visitors to New York last week to attend the convention of leaf men, but was obliged to return before the close of the convention, owing to the serious illness of his father.

J. W. Brenneman and Milton H. Ranck were also among the visitors to New York last week.

Bloomsburg Factory Denied.

We are in receipt of a letter from Messrs. Otto Eisenlohr & Bros., concerning the reported contemplation of opening a factory at Bloomsburg, which reads as follows:

"In regard to the article in your issue of May 8, headed "Bloomsburg Factory for Eisenlohr" would say, that James H. Keefer is unknown to us and his claim that he was looking for a building in which to locate a factory for us was a misrepresentation, and your kind attention will oblige."

Signed, Otto Eisenlohr & Bros.

Change in Erie.

A. A. Brugger, formerly a cigar dealer in Erie, Pa., has sold out the retail cigar business and on May 1 opened a jobbing warehouse at 2326 Sassafras street, in that city, where he carries a full line of cigars, stogies, pipes, etc. His office address is 212 West Twenty-fourth street. He is still pushing the Erie Cigar Clippings, for which he owns the registered brand.

PABLO PEREZ — CANDIDO OBESO

Perez & Obeso

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(Sobrinos de G. Palacios)

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TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World

New York, May 14.

Many of the delegates to the National Cigar Leaf Convention have returned home and business in the leaf circles is again going on in its accustomed quiet way. The few who remained over are merely here on pleasure bent and are not buying leaf. Praise is heard on all sides regarding the way the entertainment feature of the convention was conducted and the managers in charge of same deserve great credit. Everything was done to please and entertain the delegates with a spirit that was commendable and the efforts of the committee were appreciated. The festivities will not be forgotten for many moons.

• • •

Nothing of importance occurred in the leaf market, there being no sales of any consequence to chronicle. There is a big demand for extremely light Florida, but the market is short on this class of leaf. The manufacturing line still remains good and most of the large factories are working up to their full limit. The clear Havana houses are exceptionally busy, the out of town call on this class of goods being above the average. The retail trade showed a falling off from last week. Our weather man dished up some pretty tough conditions, and all stores suffered in consequence.

• • •

In a recent interview with a Cincinnati newspaper man, Max Schatz, of the Suesskind-Schatz Company, cigar manufacturers in East Fifty-ninth street, wished to correct the erroneous impression that had been circulated to the effect that he had retired from the Suesskind-Schatz Company. Mr. Schatz desires to announce that he has merely purchased an interest in the firm of M. Kline & Co., and that he still retains an interest in the Suesskind Schatz Company, although he will devote most of his time to the Kline firm in the future.

• • •

Charles H. Storm, of the cigar manufacturing firm of Lopez & Storm, is at present in the West, in the interests of his firm, and is placing his brands in new sections.

• • •

Business is running usually good with Balbin Bros. They report their Tampa factory as running to its full limit, and their goods are being shipped to their New York office as fast as they are completed. Edward Sachs, who is at present in the West, is sending in orders by the bushel, and business in other sections of the country is keeping the firm on the jump.

• • •

Among recent visitors were Justin Seubert, of Justin Seubert & Co., cigar manufacturers of Syracuse, N. Y., J. Quinn, of Quinn Bros., cigar manufacturers and jobbers of Troy, N. Y., and David Ehrlich, of Ehrlich & Kopf, Boston, Mass.

• • •

The National Cigar Stands Company lost a good stand here this week when the well known drug firm of Reid, Yeomans & Cubit gave up their service. This firm conducts an up-to-date store on Nassau street, between Spruce and Beekman and were known as one of the biggest price cutters in the city, before taking hold of the National Cigar Stands' line. The United, Schulte, Joseph Jonas and many other stores are in the immediate neighborhood, and if the drug firm starts in slashing prices as before a lively war can be expected. Schulte handles his own cigars, the United the trust goods, and Jonas only independent goods, while the drug firm makes no distinction and handles all lines.

• • •

The United Cigar Stores Company are now installed in the new headquarters in West Eighteenth street. Their new building consists of twelve stories and will be occupied entirely by the chain store firm. This has been about the fifth move made by the company since entering the New York field, and the officers hope the new quarters will prove adequate for the proper handling of their business for some years to come.

• • •

Capt. Mike Flaherty is doing good work on the Redencion brand of imported cigars from the factory of Fernandez Riveiro y Cia. The Captain has been this firm's representative in the United States and Canada since last August, and in this short while has accomplished wonderful results.

• • •

The store formerly occupied by the United, corner of Liberty and Nassau streets, has now opened as a Shulte branch. This is a busy neighborhood and great results are expected of the new branch.

• • •

The only Theodore Beckhart, representative of M. Oppenheim, leaf dealer, expects to leave the end of the week for a trip up the State, with a large line of seed and Havana samples.

• • •

Notwithstanding the strike in the cigar industry in Cuba, the National Cuba Co. wish it to be known that they had anticipated such action on the part of the workmen of the sunny isle and loaded up before hostilities began. They are prepared to make prompt shipments on their Lord Beaconsfield, Mi Corazon, High Life, Sol and Ramon Allones brands in any quantity.

• • •

Joseph Jonas, the independent retailer on Nassau street near Ann, reports business as top notch. He has accustomed his trade to anti-trust products and it is very seldom a customer will ask for a trust brand. Competition is strong in this section, and the success achieved by this store has caused considerable comment among the city's retailers.

Rutherford, Constitution, Hunter—a strong trio.
El Draco Cigar Mfg. Co., Philada.

For Genuine Sawed Cedar Cigar Boxes, go to Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880

A. COHN & CO.

IMPORTERS OF

Havana and Sumatra

PACKERS OF

Seed Leaf Tobacco

and

Growers of Georgia Sumatra

142 Water Street, New York

EDEN CIGAR FACTORY

of

BANCES & LOPEZ

HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

ENOS SMITH EDMUND H. SMITH

Hinsdale Smith & Co.

Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF Tobacco

125 Maiden Lane

ESTABLISHED 1840 NEW YORK CABLE: "NARGIL"

Scores of men who conduct tiny candy stands in the financial district have been worried lately, says a Sunday paper, over a rumor to the effect that they will soon be prevented by the cigarette manufacturers from selling single cigarettes from the boxes instead of the boxes in their entirety. A great deal of the daily profit of these men accrues from the sale of individual cigarettes to errand boys and messengers, and they foresee calamity in the eventuation of the report. How the manufacturers can place the ban is not stated.

• • •

Under the will of Charles E. Halliwell, late vice-president of the American Tobacco Company, his widow receives the income from about $5,000,000, which is one-fourth of the estate. Before her marriage, only a few months ago, Mrs. Halliwell was a practicing nurse.

Rutherford Clear Havana Cigars are sold by successful dealers. There is a Reason.

Trade-Mark Register.

COMMODORE BARRY 15,363
For cigars, cigarettes, cheroots, stogies and tobacco. Registered May 2, 1907, at 9 a. m., by Kemble & Clark, Philadelphia.

ROLLIN 15,364
For cigars, cigarettes, cheroots and tobacco. Registered May 2, 1907, at 9 a. m., by Kemble & Clark, Philadelphia.

SCHENLEY PARK 15,365
For cigars, cigarettes, cheroots and stogies. Registered May 2, 1907, at 9 a. m., by Stern & Thomson, Baltimore, Md.

MISS ANNA 15,366
For cigars. Registered May 3, 1907, at 9 a. m., by Wm. Herstein, Philadelphia.

TYRONE GENTLEMAN 15,367
For cigars. Registered May 4, 1907, at 9 a. m., by J. B. Milleysach, Tyrone, Pa.

MAJOR C. S. W. JONES 15,368
For cigars. Registered May 4, 1907, at 9 a. m., by J. B. Milleysach, Tyrone, Pa.

ROYAL SIRE 15,369
For cigars. Registered May 6, 1907, at 9 a. m., by Ivan T. Gotwalt, York, Pa.

CASTANO 15,370
For cigars. Registered May 8, 1907, at 9 a. m., by Jas. C. Kirk & Son Co., Philadelphia.

SKI HI 15,371
For cigars, cheroots and tobacco. Registered May 8, 1907, at 9 a. m., by J. W. Gohn Cigar Co., E. Prospect, Pa.

RAMON 15,372
For cigarettes. Registered May 8, 1907, at 9 a. m., by L. Cohn & H. Friedberg, Philadelphia.

DIXIE LEE 15,373
For smoking and twist tobacco. Registered May 9, 1907, at 9. a. m., by Emil Kiel, New Albany, Ind.

ROY'S CHUMS 15,374
For cigars. Registered May 13, 1907, at 9 a. m., by Murphy Cigar Co. Baltimore, Md.

SMOKE J. M'S RELIABLE 15,375
For cigars. Registered May 13, 1907, at 9 a. m., by Murphy Cigar Co., Baltimore, Md.

MURPHY CIGAR CO. 15,376
Trade-name. Registered May 13, 1907, at 9 a. m., by Murphy Cigar Co., Baltimore, Md.

BRUGGER'S ERIE SMOKES 15,377
For stogies. Registered May 14, 1907, at 9 a. m., by A. A. Brugger, Erie, Pa.

REJECTED.

Castona, Panama, Mechanics, Queen of Diamonds, Big Casino, Pendora, Arcola, Argola, Sky High, You Know.

JOSH BILLINGS

5c. Cigar

"There hain't none better than the best."
—JOSH BILLINGS.

This Is the Best.

A cigar of merit with a push behind it.

The Best Little Cigars ever offered the American public.

Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship.
Finest package.

I. LEWIS & CO.

Makers,

Established 1870. Newark, N. J.

Z. JOHN NORRIS,

Manager of the Philadelphia Office,

111 Market St.

Established 1881 — THE — Incorporated 1902

TOBACCO WORLD

Published Every Wednesday
BY THE
TOBACCO WORLD PUBLISHING CO.
224 Arch Street, Philadelphia.

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One Year, $1.00; Six Months, 75 Cents; Single Copies, 5 Cents.
In all countries of the Postal Union, $2.00 per year, postage prepaid.

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Advertisements must bear such evidence of merit as to entitle them to public attention. No advertisement known or believed to be in any way calculated to mislead or defraud the mercantile public will be admitted.

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PHILADELPHIA, MAY 15, 1907.

The Labor Situation.

May day this year has brought forth the usual number of labor disturbances, but happily a goodly number of them have already been adjusted, and further and serious consequences are now less likely to occur this year.

There has been a general agitation for an advance of $1.00 per thousand by cigarmakers' local unions, but such action has not been backed up officially by the International Union, and consequently it will no doubt be confined to local unions as a purely local issue.

Louisville, Ky., is among the points heard from lately, an advance of $1.00 was demanded there, and about 250 men will be affected, since manufacturers cannot see their way clear to make any concessions at this time. Strike headquarters have been opened and benefits are to be paid the strikers during the time they are out. It is a matter of encouragement that in view of the more or less demoralized conditions, owing to the high cost of raw and all other materials entering into the manufacture of cigars, that the labor question has not become more serious than it has. It would seem that the officials of the Cigarmakers' International Union of America are thoroughly cognizant of these facts, and are therefore acting with a degree of wisdom which is calculated to strengthen their position rather than to possibiy bring about disruptions in their ranks by demanding impossible terms at an inopportune time.

Friendly Advice.

The Dark Tobacco Association, which is to organize Christain county, is offered, by the Hopkinsville Kentuckian, a little excellent advice as to the sane method of effecting the organization of local planters. The Kentuckian advises that in sending out speakers, good citizens should be selected and "agitators and inflammatory spellbinders who are trying to thrust themselves upon the association and to array neighbor against neighbor, should be kicked out."

Continuing, the Kentuckian says:

"Let every speaker who takes the stump plant himself squarely on the side of the law, of order, of civilization and good government, and condemn in unmistakable terms every form of night raiding and the destruction of property by masked marauders.

"No good citizen in or out of the association can uphold these things. No Christian or God-fearing man would knowingly ally himself with barnburners and plant-bed scrapers. The association does not need to wink at these things. It does not deserve success if it countenances them."

CONYENTION AFTERMATH.

Harry S. Rothschild's new Filipino March, "All Out of Shtep But Pat," is bound to be an interesting musical event, when the final touches before publication are put upon it. As to whether a Teddy-Taft postlude may be tacked on to it or not, the blushing author declines to be drawn out.

Ed. Woodward, of the staff of John W. Merriam & Co., and Ed. Kraussman are responsible for the decoration of Convention Hall.

National Association Secretary, Charlie Fox, like most men of striking characteristics, is often mistaken for somebody in a profession or business entirely different from his own. Fox is mistaken, by strangers, for a parson, oftener than for any other calling.

Captain Miguel E. Flaherty, whose proficiency in the Spanish tongue is matched only by the fluency of his native Milesian vernacular, and who is equally at home as an umpire in the noble national Spanish sport, or in filling the role of Wyatt Earp in a glove contest, dropped into the Convention between times, and always managed to liven the occasion. "Get the Cap'n in fettle to sing 'Groves of Blarney,' and he'll talk more than any two men on the floor, and then fight the whole bunch, with one hand tied behind him, into supporting his views," said an old time admirer, after one of the Captain's calls during a quiet spell of the Convention's proceedings.

"Cincinnati has done both substantially and handsomely by the National Association," was the remark of an onlooker, as he beheld the new Vice-President, John Staun, take his position on the platform, after election to the office so acceptably filled by his predecessor, who also hails from the Queen City.

National Treasurer Felix Eckerson's oratory is conceded equal to the emergency of coaxing money out of the deepest old stocking, and if the Association ever should need a "big wad," it would be found that in Mr. Eckerson it had put the right man in the right place.

The Quaker City never has failed in hospitality, and delegates to next year's Convention will find that New York is not the only place on the United States map where the sojourning guest is not permitted to feel lonely.

Since Oscar Hammerstein shook the dust of things Nicotian from his sandals, to pursue more dazzling fame in fields dramatic and operatic, and the late lamented Gustav Fuchs, satiated to despondency with a world that to him had come to be sadly and hopelessly out of joint, solitarily folded his mantle about him and passed over the Styx, William Taussig stands alone as an instructor and entertainer in English expressed a la Germanic idioms. Chunks of wisdom and avalanches of mirth were incessantly dumped on the late convention, that had been lost and sadly missed had Mr. Taussig not been on hand. May he never turn up missing on such an occasion.

No guest of the local Association at Monday night's Hippodrome entertainment, stampeded for the tank, in the last scene of "Neptune's Daughter," though not a few of the older heads seemed suspiciously nervous about the think-tank workings of some of their younger and more volatile fraters. More than one serious countenance lightened, as if relieved from a heavy strain, when the curtain was at last pulled up and the scene shut out on the final spectacle.

Special Sumatra Announcement.

On the first cover page of this week's issue will be found an announcement of Sumatra tobacco by M. Kemper & Sons, one of Baltimore's oldest and best known leaf tobacco houses.

The announcement is interesting from the fact that the firm is a direct importing house, and is now engaged in developing an extraordinary Sumatra business.

With the ample resources of the house, and their wide experience in handling leaf tobacco, this department is likely to grow to immense proportions. Their selections will no doubt be found to have been made with the greatest care concerning the needs of American manufacturers.

In this connection it is appropriate to say that on the 28th of this month Mr. I. L. Kemper, of this firm, will sail for Amsterdam, to make still further selection of tobacco for his firm.

Philadelphia Tobacco Trade

The retail trade is now hopeful that at least some good favorable weather conditions may be expected, as the exceptionally unfavorable weather has been their greatest impediment so far this year. Yet we find a few, who, withal, have had an averagingly fair week's business during the past seven days, but they figure that with more favorable weather they would probably have had even larger receipts than they did.

Not much complaint is heard around manufacturing trade circles, and general reports seem to indicate that the business with a majority of the houses is quite satisfactory.

Manufacturers operating country factories are somewhat seriously interfered with by a more stringent enforcement of the internal revenue regulations, in so much that they are forbidden the practice of sending leaf tobacco out of their factories for stripping. A sufficient number of strippers are not obtainable in many of the cigarmaking sections, and manufacturers have had to resort to the practice of sending out tobacco to the homes of certain residents in some of the towns, for stripping, and in that way the help of a great many women and others was procurable.

It is difficult to see how this practice could possibly bring about any loss to the Government, and yet the privilege which had grown into a custom, has been withhdrawn.

A meeting of cigar manufacturers had been called for last Friday morning to consider the matter, and if possible provide ways and means by which to overcome the present difficulty, but it appears that the attendance was not as large as was hoped for, and nothing of a definite nature was accomplished.

It is believed altogether likely that some further action will be taken in the near future. There is at present no organization of cigar manufacturers in this city by whom such matters could be taken up.

W. A. Zaniffe has secured a judgment on a note for $126.00 given by Alice McCusker, a down town cigar manufacturess.

Henry H. Sheip Manufacturing Co., manufacturers of cigar boxes at 529-535 Columbia avenue, has placed on the market a new box composed of African cedar. They claim this wood will answer the purpose formerly performed by the Cuban cedar, which is a scarce article in the market today. Another favorable feature is the cost, the boxes being a little cheaper than the ones composed of Cuban cedar. The firm is rushed with orders on the new box, but so far have avoided disappointing customers and have made prompt deliveries.

Frau & Pena, 1536 Columbia avenue, are working up to full time on their Mi Escudo, a clear Havana which comes in many sizes. The cigar commands a ready sale as soon as manufactured.

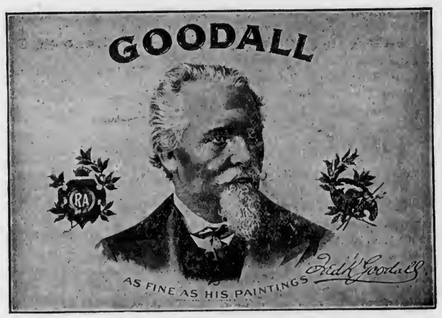
S. Greenwald, son of B. Greenwald, who formerly conducted a retail and manufacturing plant at 141 Market street, has opened a cigar store at No. 107 Chestnut street.

Dr. Herzl, the five cent Turkish cigarette, is having a good run in the South End. Budin Bros., 425 South Third street, the manufacturers claim it to be the best cigarette on the market for the money, and they are pushing it for all they are worth. Forward, a Turkish mouth-piece which retails at seven cents, is another product of this house.

Charles M. Gudknecht, president of the La Hilda Cigar Factory at 231 Chestnut street, reports trade as being excellent. His firm has just placed on the market their Uncle Sam five cent cigar under an entirely new and attractive label. This cigar comes in all the popular shapes, the londres and perfectos being the best sellers so far. In the clear Havana line their La Hilda, Key West goods still holds its own, the

W. A. LAHR

Wholesale Cigar Manufacturer



Red Lion, Penna.

Get our prices, and make a fair comparison with those of other factories.

Correspondence invited with the Wholesale and Jobbing Trade.
Samples Free to Responsible Houses.

The Miami Valley Leaf Tobacco Co.

ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN

Packers of Cigar Leaf Tobacco

1903-4-5 Zimmer Spanish, 1905 Gebhardt, 1905 Dutch, 1905 Connecticut, etc.

FARNHAM & REYNOLDS

Home Office: ADDISON, N. Y.

Packers of Finest Big Flats and Onondaga **Cigar Leaf Tobacco**

Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn.

CONNECTICUT HAVANA SEED

T. J. DUNN & CO.

Makers of the

BACHELOR CIGAR

401-405 E. 91st Street, NEW YORK

Perfect Bunching Machine

SIZE, 16 BY 10 INCHES---WEIGHT, 16 POUNDS

Dear Sir:—You **may** have used Bunching Machines, and they **may not** have been satisfactory. Neither were the first mowing machines, or the first sewing machines; but could the farmer today get along without a mowing machine, or your wife get along without a sewing machine? They are both **Simply Perfect**, and do all that is asked of them.

That is the story of our Bunching Machine; it is simply perfect, and we call it the PERFECT BUNCHING MACHINE, and it does everything that is asked of it.

Now, if this little machine is all we say it is (and we are prepared to prove it), and will help you to make more money than you are now making, help you to increase your output and effect a saving in cost of production, you surely, as a business man, should be willing to let us tell you more about it.

Will you write us? Or, call at our factory, **No. 132 South Sixth Street, Philadelphia**, any day, and see this machine in practical operation.

Yours respectfully,

The **PERFECT BUNCHING MACHINE CO.**

We Make The Best **Peach & Prune Essences** In the Market

ACME EXTRACT & CHEMICAL WORKS

E. G. Eckert, Proprietor — Hanover, Pa.

price of same running from $50 to $150 per thousand.

L. Blavistocky, cigar manufacturer at 1247 North Second street, states that business with him could not be better, although he issues the usual complaint about the high price of the raw material. Notwithstanding his complaint he looked the picture of content when I called and was busy attending the shipment of orders. His two leading brands, the White Rose londres grande and the Faustinettes, are principally handled by jobbing trade which he has held for many years.

The Liberman Manufacturing Company, 814 Winter street, has been working overtime of late turning out their suction tables. Their goods are being used in all up to date manufacturing houses and have given satisfaction wherever placed. Their orders on hand will keep them busy for some months to come.

Herbst Bros., 16 South Second street, have taken hold of the postal card store which is situated underneath their factory, and they will conduct the same in addition to their manufacturing business.

A recent incorporation was Godfrey S. Mahn, with a capital of $50,000, to raise tobacco. The directors are Godfrey S. Mahn, Philadelphia, M. J. Sheridan, East Orange, N. J., and S. R. Perry, New York.

The factory of Jose Alvarez, No. 58 South Second street, turns out only clear Havana goods. The El Delirio in all sizes is the leading brand on which a good wholesale and retail trade has been secured. The retail store presents a neat appearance, with up to date fixtures, and caters only to a high class custom.

In our last issue we stated that the brands Russian Liberty, The Amis, William Penn, Cybalow and Melodie were manufactuered by J. Friedberg. This was an error. The firm of Friedberg & Cohn are the owners and manufacturers of these brands, while Mr. Friedberg controls the Union League cigarette alone.

The Frishmuth home, at 1732 Chestnut street, belonging to the estate of the late Samuel H. Frishmuth, formerly a member of the tobacco manufacturing firm of Frishmuth Bros. & Co., was sold last week for $17,500, subject to a ground rent of $36,000. The premises consists of a four story brown stone residence on a lot 22 by 150 feet, the assessed valuation of which is $70,000.

M. C. Bleiler, representing the National Selling Company, of Allentown, has been spending some days this week in Philadelphia among manufacturers, showing a large line of supplies.

Benjamin Labe & Sons, the Sumatra and Havana importers at 228 North Third street, report the purchase of 150 bales of Sumatra, by their Mr. Jacob Labe, at the inscription held May 11. They have been heavy purchasers of the new tobacco and have some fine marks to offer to the trade.

M. Rosenstein, the leaf broker, has invested in a new drug, which after mixing with water turns the liquid to a good strong indigo blue. Abe Pareira was experimenting with this wonderful discovery last Tuesday and succeeded in spotting up a new pair of tan shoes. I noticed Abe mailing a bill that even-

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SPECIAL NOTICES.

(12½ cents per line, 8-point measure)

WE WILL SELL AT AUCTION, on WEDNESDAY, MAY 22, 1907, at 10 o'clock, a.m., at the Factory, No. 125 South Second street, Philadelphia, the **Leaf Tobacco and Entire Factory Plant of Newburger & Co.,** declining business. The factory is thoroughly equipped, and consists of 63 Miller, DuBrul & Peters Suction Tables, 25 Borgfeldt Bunching Tables, Suction Plant, Cigarmakers' and Packers' Tables, about 200 Chairs, Drying Racks, Presses of every description, including a large Stem-press, Scales, including 2 Platform Scales, Office Desk and Office Fixtures, Zinc-lined Stock-rooms, Stoves, etc.

Tobacco—60 cases Penna. 1904, 22 cases Conn. Binders, 10 bales Sumatra, 65 bales Havana—Remedios and Vueltas—2 bales Havana Wrappers, 3 bales Havana Scrap, and various other items.

Tobacco and Fixtures can be examined by catalogue on Tuesday, May 21, at the factory.

WM. F. COMLY & SON, Auctioneers,
5-15c 27 South Second Street

To Manufacturers of Cigars:

If you have any

Cuttings, Scraps or Siftings

to sell, write us.

We are at all times in the market as Cash Buyers of all these products.

EDWIN L. KOPPELMAN CO.
7-6-1h **81 Pine St., New York.**

FOR SALE.—On account of other interests, manufacturer will sell his Stogie Manufacturing Business of $30,000 to $40,000 per year; established 20 years. Equipment, trade marks, labels, etc., offered in their entirety, or present proprietor will take entire output, and continue to market the goods. A good chance for an energetic business man. Address Success, care of The Tobacco World, Philadelphia. 4-17tf

FOR SALE OR RENT—A three-story and basement Factory Building, with steam heat, elevator and skylight; size 35 x 100 feet; suitable for almost any kind of manufacturing business—especially cigars. Located in a beautiful modern town of 1,800 population, 33 miles from Philadelphia; excellent railroad facilities, both steam and trolley. Address Box 16, care of The Tobacco World, Philadelphia. 5-8a

CAN make up good cigar line for jobbing house. If necessary, jobber can furnish his own leaf. Highest references. Address N. Y. Manufacturer, Box 20, care of Tobacco World, Phila. 4-10r

WE PURCHASE Cigar Molds—undesirable shapes—such as No. 16,261, No. 8,832, No. 8,569. Write us, stating what you have and the quantity. Winget Mfg. Co., York, Pa. 12-12tf

FOR SALE.—36 Bunching Machines, 64 Cigar Tables, also 2 Stripping Machines. Will consider a fair offer. Address Box 21, care of The Tobacco World, Phila. 4-3tf

CIGAR RIBBONS

Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain

Largest Assortment of **Plain and Fancy Ribbons**

Write for Sample Card and Price List to Department W

WM. WICKE RIBBON CO.

36 East Twenty-Second St., NEW YORK

MARCUS JASKULEK

Packer and Dealer in

Leaf Tobacco

Nos. 812, 814, 816 East Third Street

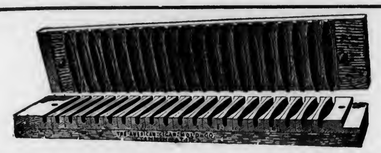
Dayton, Ohio.

Joe Endress, Jr. — A. C. Kercher

Pioneer Leaf Tobacco Co.

Germantown, Ohio

Packers of CIGAR LEAF TOBACCO



SAVE AGENT'S COMMISSION

Why should the Cigar Manufacturer pay Agent's Commission? We furnish All Shapes of the Best Grade Cigar Mold, direct to Manufacturer and will duplicate exactly any shape you are now using.

Send for our Catalogue of 1,500 Shapes

The American Cigar Mold Co., Cincinnati, O.

Wisdom on the Label
Wisdom in the Cigar

A 5c. Smoke that is so Good It is Bound to Repeat

Ohmit & Kraft

East Prospect Pa.

SIGNS!

Designers, Printers, and Lithographers of CLOTH, ROPE FIBER and CARDBOARD SIGNS, AND PAPER POSTERS.

In Weatherproof Colors

We have Something New In FOLDED EDGE SIGNS.

UNION LABEL on Work When Desired. We Furnish QUALITY AND SERVICE

Write for Prices and Samples

THE MASSILLON SIGN & POSTER CO.

MASSILLON, OHIO.

Walter B. Hostetter & Co.

Packers and Dealers in

Leaf Tobacco

We make SCRAP FILLER for Cigar Manufacturers

WRITE FOR OUR PRICES AND SAMPLES

Rear of 144 W. Market St., on W. Mason Ave.

YORK, PENNA.

Established 1890

Emory Martin

E. S. SECHRIST

Dallastown, Pa.

Manufacturer of

Fine and Common

CIGARS

Capacity, Twenty Thousand per Day

Keep a Cigar Good Forever

THE AROMA will last as long as the cigar. You won't lose on account of improperly kept goods. **THE WINGET ABSORBING AND MOISTENING PAD** can be applied to any size box for from five to seven cents each. Small stores and consumers don't need expensive humidors; this invention will do the work. Add a few drops of rum or other moisture to the pad occasionally, and the cigars will keep indefinitely in their original condition. Salesmen's samples kept fresh. Territory for sale and agents wanted in all localities. Write us.

Winget Manufacturing Company

YORK, PA.

ing, and I can just about figure to whom it was sent.

C. L. Haeussermann, of L. G. Haeussermann & Sons, has just returned from a week's visit to Reading and vicinity, where he is said to have met with a pretty satisfactory business.

Hipple Bros. & Co. have been doing some active work lately. Charles Hipple has been covering the trade in York county, with excellent results, while Fred Hipple has been in the Reading and vicinity district.

L. F. Mueller, with Dohan & Taitt, importers, packers and dealers of leaf tobacco of this city, recently returned from a trip among the Canadian cigar manufacturing centres, and a very satisfactory return is reported for this trip, which was the first for several years which he has made through that section for this well known old house.

L. R. Eisenbrand, of this city, has already entered upon his new connection with Cullman Bros., of New York. He was one of the Philadelphia contingent, which visited New York last week, during the Leaf Men's Convention.

Mr. Jacobs, Pacific Coast representative of Levi, Blumenstiel & Co., importers of Porto Rico tobaccos, has just made his initial trip to this city, vice D. J. Davidson, who is no longer with that house.

Hy. Valenchik, of Valenchik Bros., spent a day or two in New York last week during the progress of the convention, which he incidentally also attended.

Frank Dominguez, of E. A. Calves & Co., 123 North Third street, is back at his desk again after a short illness. He still looks under the weather, but expects in a short while to regain his old time strength.

John Oberhelman, leaf tobacco broker of Cincinnati, stopped in Philadelphia for a day or two last week, en route from New York, where he had attended the Leaf Men's Convention.

DEATH OF MRS. KAHLER.

Wife of Well Known Cigar Manufacturer Killed in R. R. Collision.

Reading, Pa., May 14.

Many expressions of sympathy and condolence have been extended to Mr. E. E. Kahler, one of our best known cigar manufacturers, whose wife was a victim of the Honda, Cal., railroad accident, losing her life. Mr. Kahler has been almost prostrated with grief.

PHILADELPHIA LEAF MARKET

There has been a little improvement noticeable in local leaf trade circles during the past week, and while the business has not yet grown to any specially noteworthy proportions, there does exist a feeling of increasing confidence that a revival will soon set in.

The so-called temporary needs of manufacturers seem to be gaining in number and quantity required, with the consequent result that the trade is again approaching more nearly its normal proportions.

In imported leaf, we have it from several houses, that there is increased activity in both the Havana and Sumatra markets. Entirely different conditions are governing the market in imported goods, from those existing in the domestic leaf market, and it is therefore a matter of being able to show goods that are most suitable for the buyer's purposes in order to secure trade than is the case in domestic goods. Furthermore, it is pretty well understood that little if any change is possible so far as prices of Sumatra and Havana are concerned, and that fact, too, has been accelerating the transactions and sales.

HUNTER 5c. Cigar

is successful with
successful dealers.

El Draco Cigar Mfg. Co., Phila.

Wild Tobacco Found.

Prof. Fritz Knorr, of the Colorado Agricultural College, has found tobacco growing wild in greatest profusion in the Montezuma Valley of Colorado, says the Kansas City Star.

Prof. Knorr is a native of Kentucky and knows tobacco culture all the way from planting the seed to breaking the necks of the big green worms. While attending the Farmers' Institute at Cortez, in the Montezuma Valley, Prof. Knorr was asked to suggest a method for eradicating a very troublesome weed. He took a sample of the weed to examine and was amazed to see in it a very fine specimen of wild tobacco. It seems that none of the farmers there was familiar with the tobacco plant and did not recognize the obnoxious weed as the ancestor of the cigars they were smoking.

It is believed that tobacco was raised extensively in the Montezuma Valley ages ago by the cliff dwellers, the lost race that left so many evidences of their civilization and yet not a line of their history. The wild tobacco plant flourishes there in greatest profusion in vicinities thought to have been cultivated by the mysterious race and along what is believed to have once been their irrigation ditches.

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Is Strictly Union Made

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Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.

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HIGHEST GRADES
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The Krohn Tobacco Co.
(of WINDSOR, CONN.)

Our Plantations are in the most famous growing section
Fine Handling Superb Quality

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Special Lines for the Jobbing Trade

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L. J. SMITH & CO.
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With Specially Designed Bands.
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TWO HAVANAS
Two for Five Cents
Correspondence with Responsible Houses solicited.
Private Brands made to order.

J. F. REICHARD
Wholesale Dealer in
LEAF TOBACCO
of All Grades
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SMITH BROS.
Brokers in Domestic and Imported LEAF TOBACCO
No. 17 Charter Street, Dayton, O.
Ohio Goods Our Specialty

BOSTON'S BUDGET.

What the Live Tobacco Men of The Hub are Doing.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, May 13.

Retailers have certainly been up against a spell of bad spring weather this year. We had quite a snow storm Saturday last, and in fact all the way down Maine reports come of queer spring weather.

Estaorook & Eaton opened their new store on Washington street this week and they did a rushing business. Cigars were handed out freely to all new and old customers. They gave mostly the Principe De Gales and Marguerites. The store is one of the finest in the New England States. The cigar humidors will hold nearly half a million cigars.

Our large local factories are not finding business so good, in fact many have laid off considerable help. The teamsters' strike is affecting the retail end of the business here.

Over in Chelsea I heard many complaints last week from store keepers, Since May 1 there is "no license" there and it will probably harm the cigar business for the coming year, after which time it is expected the people will vote for license again.

L. Shapiro, who recently joined the White Rolls crew of salesmen, covered himself with glory this week. He did a very satisfactory business opening up several new accounts. The White Rolls cigarette is going nicely and the retailers seem to be pushing the sale of same on account of the package bearing the union label. Bro. Lea, who has charge of the Eastern business of the Ware-Kramer Tobacco Co., is a hustler and his salesmen all seem to follow his example.

M. Dankner, a wholesaler and retailer at 288 Hanover street, will shortly vacate his store, the premises having been leased to a slot machine and moving picture concern.

Sam Marcuson has been doing a record breaking business of late on his firm's new 10 cent cigarette, Samaris, which is made up in plain, cork, or mouth-piece styles.

Handel & Margullis have opened an up-to-date cigar store at 212 Dudley street. Mr. Handel has another store on Harrison avenue.

At 63 Shawmut avenue, near the Pleasant street subway station, a nicely equipped cigar store and shoe shining parlor opened for business Saturday. Antonio & Agrippino are the prorietors.

The Menashi-Khoury Co. has removed to 287 Atlantic avenue, where they have more room and will be better able to cope with their ever increasing business on the Menashi and El Ahram high grade Turkish cigarettes.

The New England Cigarette and Tobacco Co. will move this week from 80 to 68 Salem street.

The Wells-Whitehead Co., of Wilson, N. C., has salesmen here calling on the retailers selling the Wilson Straight Cut cigarettes and giving 10 packages of Carolina Brights gratis with every thousand purchased.

The Marlboro Cigar Co. are now the distributors here for the Geo W. Childs, made by the American Cigar Co. The Marlboro Cigar Co. has been for sometime the leading jobbers here of union and independent brands of cigars, cigarettes and tobaccos, and why they should take on the Geo. W. Childs cigar, made by the tobacco trust, is a mystery.

S. Steinberg, the proprietor of the old Hyman's store at 446 Atlantic avenue, reports a steady increase in his retail business. Mr. Steinberg has worked up considerable trade on his Steinberg's Havana Smokers, a union made cigar, and he sells more of this brand than of anything else in his show case.

Al Blum, of the Butler-Butler Co., is here again after a few weeks absence. The Egyptian Straights are going nicely in the new style package.

O. W. Altgeld, representing Shinasi Bros., New York, is in town. He succeeds Myer Haim, who formerly came here. Shinasi Bros. are having the Hub bill boarded with posters advertising their Prettiest cigarette, and Mr. Altgeld expects to have six men under him to do the town up brown, making window displays, etc.

D. B. Bendheim, representing the pipe department of the Metropolitan Tobacco Co., New York, who is at present visiting the trade in Maine, expects to visit his Boston friends next week.

H. O'Donell is doing nicely on the Between the Acts little cigars for the American Tobacco Co. Ten packages of the 10 cent size Leroys are being given gratis to every retailer purchasing a thousand of the B. T. A little cigars.

A. Levy and W. Kennerly are both doing some good work here on Surbrug's Dolma and Milo cigarettes. G. P. Rogers is no more the New England representative of the Surbrug Co. It is expected that a Mr. Bates will soon have the position formerly occupied by Mr. Rogers.

Johnson & Co. are advertising the Manuel Lopez Havana cigars for which they are the sole Eastern agents. This brand is made up in 16 sizes and is reported to be selling well. Ben Ali.

—Godfrey S. Mahn Co. has been incorporated in New York to grow, cure and manufacture tobacco, with a capital of $50,000. The incorporators are: Godfrey S. Mahn, Philadelphia; Martin J. Sheridan, East Orange, N. J.; Sidney R. Perry, 354 West Fifty-eighth street, New York.

—St. Regis Cigar Co., New York, to manufacture tobacco and cigars, has been incorporated with a capital of $50,000. The incorporators are: Wm. F. Ashley, Jr., Max S. Hamburger and Henry M. Wise, all of New York.

HUNTER—A Nickel Cigar
Has won many races for dealers. Try it.

Telephone Call, 432—B
Office and Warehouse:
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLY & CO.
Growers and Packers of
Fine Cigar Leaf Tobacco
Fine B's and Tops Our Specialty
Critical Buyers always find it a pleasure to look over our Samples
Samples cheerfully submitted upon request
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Light Connecticut Wrappers and Seconds
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The York Tobacco Co.
Packers and Jobbers in All Grades of
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W. B. HOSTETTER & CO.
Packers and Dealers in
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Rear of 144 West Market Street, on Mason Avenue,
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We Make SCRAP FILLER for Cigar Manufacturers.

N. D. ALEXANDER, Packer of and Dealer in **LEAF TOBACCO**
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Lemon and Arch Sts. Lancaster, Pa.

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For Wholesale and Jobbing Trade
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FINE CIGAR LABELS
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Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

TOBACCO BREEDING.

An interesting paper on this subject, prepared by Messrs. A. D. Shamel and W. W. Cobey, of the Plant Breeding Investigations of the Bureau of Plant Industry, is published by the U. S. Department of Agriculture—Bulletin No 96. Bureau of Plant Industry.

In transmitting the paper to Secretary Wilson, the Chief of the Bureau, Mr. B. T. Galloway, says:

"The tobacco breeding work of the Bureau of Plant Industry has now been under way for several years, and results have been obtained which have attracted widespread attention and proved of very great value to practical tobacco growers. This bulletin is intended to summarize the results secured up to date and to place the knoweldge obtained before growers in such a form that they will be able to understand it and apply it in the practical work of improving their crops. The experiments have shown that tobacco can be improved in many important ways, and the methods by which such improvements can be produced are here described in detail."

Believing the subject will be of interest to many of our readers, The Tobacco World will reprint each week an installment of the Bulletin, until all the more important points are covered. Needless to say, the Department's publication is profusely and handsomely illustrated, but lack of space forbids our reproducing the illustrations.

INTRODUCTION.

The growing importance of the tobacco industry may be realized from a brief summary of the estimates of value of the crop in the United States in the season of 1906.

About 796,099 acres of tobacco were grown, producing an average yield of 857.2 pounds to the acre, or a total of 682,428,530 pounds. The average value of the crop was 10.0 cents a pound, or a total of about $68,232,647. While it is almost impossible to comprehend the magnitude of the value of the manufactured products of tobacco, a glance at the total figures may convey some idea of the development of this great and distinctively American industry. In 1900 the total value of the manufactured products of tobacco was $283,076,546. These products may be divided into three general classes, of which the values were as follows: Cigars and cigarettes $160,223,152; chewing, smoking and snuff products, $103,754,362; stemmed and re-handled tobacco, $19,099,032. In the manufacture of these products 142,277 people were employed, who earned a total wage of $49,852,484. In addition to the tobacco grown in the United States there was imported into the United States in the year ended June 30, 1906, $4,143,192 worth of tobacco in a manufactured condition and $22,447,514 worth of unmanufactured products, making the total value of the importations during this period $26,590,706. During the same time the exports of manufactured tobacco were valued at $5,410,480, and of unmanufactured tobacco at $28,808,367. In 1891 the tobacco industry furnished almost $50,000,000 revenue to the Federal Government, and the revenue from this source now amounts to about one-eighth of the Government's total net receipts.

The United States now grows by far the largest quantity of tobacco produced by any country in the world. While tobacco was grown by the first settlers in the colonies and was one of their principal cash crops, the extensive development of this industry has been a matter of comparatively recent years. The introduction of tobacco into different sections of the United States, with their widely varying conditions of soil and climate, has resulted in the production of types adapted to the soils and conditions of these sections, as well as supplying a product for the varied manufactures now demanded by the consumers of tobacco. Improvements in methods of culture, curing and fermentation have resulted in the production of tobacco having an increased value, but the most important factor in the development of more valuable tobaccos has been the production of improved varieties by seed selection and breeding. The production of these improved varieties adapted to local soil and climatic conditions has made possible the rapid development of the industry and enabled the United States in a comparatively short time to rank as the foremost tobacco-producing country in the world.

The prosperity of the tobacco industry as a whole and of the growers in particular depends on the development of improved varieties of tobacco adapted to the demands of manufacturers and consumers. There is no crop which responds so readily to breeding as tobacco, as has been proved by the experiments of the writers, and it is further true that without careful selection and breeding there is no crop which so quickly deteriorates in yield and quality. The extent of the areas in the United States in which the conditions of soil and climate are suitable to tobacco culture is almost unlimited, so that it seems possible that by giving attention to the production of varieties adapted to these conditions this country can continue to produce an increasingly large yield of valuable tobaccos.

The experiments of the writers have shown that it is possible to increase the yield and improve the quality of the crop by seed selection and breeding. The methods of breeding worked out in the course of these experiments are simple and practical and can be carried out by every grower with little or no extra cost in the production of the crop. The fact that tobacco is perfectly self-fertile and that self-fertilized seed produces more uniform and better developed plants than seed resulting

HUNTER BEST FOR A NICKEL
is all to the front; made by
EL DRACO CIGAR MFG. CO., Philada.

BRBANDS:
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"MODJESKA"
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5c. Cigars

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OFFICE: No. 118 Mifflin Street
Manufacturer of **Cigars**
FACTORY: Cor. Maple & Plum Aves.
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A Specialty of Private Brands. Telephone Connection Samples Sent to Responsible Houses.

HERMAN DELLE
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Maker of
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UNION MADE
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Sold to Wholesale & Jobbing Trade only
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Bear Bros.
Manufacturers of
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R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades
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Samples on application
Brands: *The* **Bear,** *The* **Cub, Essie,** and **Matthew Carey**

C. E. MATTINGLY & CO.
Manufacturers of
High Grade
Union Made
5c. Cigars
FOR THE
Wholesale Trade Only
Union Chief
Supreme Union

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El Ono
Union Made
5-Cent Cigars
are as Good as Cigars Can be Made
Chas. A. Oberly, Maker
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Cigars of Quality Sell and Repeat.

Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
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Manufacturers of
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Highest Quality Finest Packages.
Wholesale and Jobbing Trade only.
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Wholesale Manufacturer of Strictly Uniform Quality of
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Correspondence with the Wholesale and Jobbing Trade Invited

Established 1870 Factory No. 78
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

H. G. BARNHART
Cigar Manufacturer
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One of Our Leading Brands:
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Only High Grade Tobacco Used
Cigars always duplicate

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SAMUEL FREY
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Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Houses

They Smoke It and Come Again

BLEND, QUALITY and WORKMANSHIP to Please the Most Critical Smokers
Manufactured for Jobbing Trade Only
The Toedtman Cigar Co.
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Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

from cross-fertilization within the variety makes it possible by the adoption of proper methods of saving seed to make rapid progress in the improvement of the crop. Improvement in the shape, size and quality of leaves or increase in the number of leaves borne by the individual plants, all of which can be attained by breeding, means increased profits to the growers and manufacturers, and therefore is of vital interest to all who are interested in the production, manufacture and consumption of this crop.

The production of new varieties of tobacco by hybridization and selection is a most important phase of tobacco breeding. The new hybrids of native New England varieties with standard foreign grown varieties, combining certain valuable characters of both parents, described in this bulletin, are good illustrations of the use of breeding in the improvement of the tobacco crop. The making and testing of hybrids are matters of experiment, and require considerable time and expense; experience has shown that the results justify the necessary expenditdure.

(To be continued.)

More Exhibitors Taking Space.

The Tobacco Show of 1907 is steadily growing. It was a thriving youngster last year, but it has already attained full size proportions, and will be a huge production by next September. Contractors for space are coming in by twos and fours, and many have completed their arrangements for representation within the past week, all of whom are well known factories in the trade.

Foremost among the latest comers is the firm of E. Kleiner & Co., with their Lord Macauley brand. They have selected a prominent location, and will make a conspicuous display of their cigars.

Just down the aisle, the Hilson Company will be stationed with their famous Hoffman House brand, the familiar trademark of which is the label representing "Nymphs and Satyr." Both these firms were exhibitors last year.

Immediately around the corner one will find the booth of the American Exchange Cigar Company. This firm is a new member of the Exposition family. Their representative will be in attendance daily expounding the qualities of the Strathmore brand of seed and Havana cigars.

Another firm to exhibit for the first time will be the Allen Tobacco Co., with the Telonette cigars. Telonettes will be advantageously displayed in the Allen booth at the next Tobacco Show.

The Sperry & Hutchinson Co. has also made arrangements to expound to the trade at the Tobacco Show the advantages of coupons with cigar sales.

S. G. Brown has also contracted for space, and will be among the exhibitors with an attractive display of his goods. He, too, is a new member to come into the Exposition this year.

Mr. W. B. Turk in speaking of the progress of the Exposition, said:

"More space is now sold than was taken when the Exposition opened its doors last September, and one may judge from this fact how nearly the main floor of Madison Square Garden is sold out. The Exposition will be hugely successful," and Mr. Turk looked with much satisfaction at a diagram of the Garden, which showed the greater portion of the space to be engaged.

The convention of dealers to be held on September 9 and 10, is also progressing. Names continue to be received in large numbers asking for certificates of membership, and there is every reason to believe that the trade at this convention will agree upon some concerted action that shall strengthen the Independent position.

—Wm. Elsbernd, a cigar manufacturer of Minster, O., has made an assignment. His assets and liabilities are estimated at $5.000 each.

—The Home Cigar Co., of Indianapolis, has filed articles of incorporation. The capital stock is $20,000. W. M. Echols, W. E. Johnson and O. E. Mehring are named as directors.

RUTHERFORD CLEAR HAVANA LEADER
from the factory of
El Draco Cigar Mfg. Co., Philada.

J. H. LIEFTINCK & ZOON
Sworn Tobacco Brokers
Office and Sample Rooms:
Brakke Grond and Frascati,
AMSTERDAM, HOLLAND.

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Sworn Tobacco Brokers
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AMSTERDAM, HOLLAND
Office and Sample Rooms:
87 Rokin & 100 Nes, opposite Frascati

Color and Cancelling Stamps
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QUAKER CITY STENCIL and STAMP WORKS
Incorporated
234 Arch St., Philadelphia

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890
Capacity, 20,000 per Day

E. A. CÁLVES & CO. <C> HAVANA, 123 North Third Street PHILADELPHIA
....IMPORTERS of

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES, AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIES
First Quality, Long Filler, Hand Made

JOHN SLATER & CO.
MANUFACTURERS OF
Hand-Made, Long Filler and Mold Stogies

OUR OTHER BRANDS
NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.

Factory: LANCASTER, PA.

Leaf Tobacco Markets.

Since recording the last sale of 83 cases I have not even heard of a buyer making his appearance in this neighborhood, neither have I heard of an offer for a single pound of tobacco that is held by the grower. But that is no cause for alarm. We know there is a season called "between grass and hay." So in the tobacco product there is a time to show tobacco and a time not to show goods. At this season it is usually beginning to sweat, and the probabilities are that there will be no sales until the sweat has developed enough to disclose the real quality of the goods, unless sorters' samples are in their possession to be shown instead of opening the cases; for opening should not be done until the shrinkage has taken place, so that the cases may be stripped and returned without too much trouble.

I cannot report very much of the growth of the young plants in the seed beds, for Friday night at 8.15 o'clock the thermometer registered 32 degrees above zero, or just about freezing point, and the rain of Saturday morning was so cold that a fire in the houses was comfortable. Sunday morning I did not get up early enough to give the thermometer record, but when I went outside the house I found frozen ground and ice on standing water, and such weather does not hasten the growth of tobacco or any other young plants. I think that the setting season will in consequence be put off at least one week and perhaps ten days.

Our correspondent writes:

North Hatfield, Mass.: "The Wolfram Brothers have received the first installment of broadleaf, one hundred cases, from Connecticut, which they are to pack for Oshinskey & Zutty, of New York. This tobacco was assorted by the farmers, tied up in hands and packed in bundles. This all has to be shaken out and bulked before it is packed. The balance of the lot is expected soon; only one carload has been received. It has rained all day today, not hard, but continuously.—American Cultivator.

BALDWINSVILLE, N. Y.

The interest of the growers at present is centered in the plant beds. The beds are doing well, although the cold weather that has prevailed so far this month has been unfavorable. The plants in nearly all of the beds are up and in some of the earlier beds are well developed. No recent sales have been reported. Two of the local warehouses are still in operation.—Gazette.

EDGERTON, WIS.

With the tobacco handling season practically at an end, the chief concern now is centered in the prospects for the coming crop. Up to the present writing the weather conditions have been such as to offer little encouragement. While the young plants are showing on well protected beds, the growth has been exceedingly slow, and under the most favorable conditions from now on the transplanting season promises to be late.

With the exception of the L. W. Scott warehouse, the handling of last season's crop is entirely closed in this market, though a few scattering lots may yet be purchased to be put over the tables.

There is a prevailing complaint of a dull market for cured goods and transactions are confined generally to small lots. Manufacturers are believed to be playing a waiting game and buying only from hand to mouth as their necessities require.

Shipments, 900 cases.—Reporter.

—Amended articles of incorporation were filed with the Secretary of State at Madison, Wis., increasing the capital stock of the Partridge Cigar Company, of La Crosse, from $15,000 to $25,000.

—The Kingbaker Cigar Company, of Sedalia, Mo., has filed a statement showing an increase of its capital stock from $5,000 to $15,000, all paid in. The company claims to have no liabilities.

PATENTS RELATING to TOBACCO. Fr.

852,052 Tobacco truck; Wm. Bechtol, Arcanum, O.

851,681 Cigar machine; Wm. S. Luckett, East Orange, N. J.

851,769 Combined cigar cutter and pipe cleaner; George Nelson, Milwaukee, Wis.

851,773 Smoking device; Gustav A. Pfortner, New York City.

851,848 Match making machine; James H. Weaver and I. R. Laux, Wadsworth, O.

852,409 Apparatus for pressing leaf leaf tobacco; Bernhard Baron, London, England.

852,463 Tobacco hanger; Thomas M. Shrock, Gardnersville, Ky.

Constitution Seed and Havana Cigars
Made in the good old way.
EL DRACO CIGAR MFG. CO., PHILA.

Porto Rico Cigar Co.
Red Lion, Pa.
WHOLESALE CIGAR MANUFACTURERS
Major Paul, Lord Selkirk, Arrow Point } 5c.
Tom Lewis—2 for 5c.
Wholesale and Jobbing Trade Only

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
Manufactured Only by
LEONARD WAGNER
Factory No. 2 707 Ohio St., ALLEGHENY, PA

GEO. STEUERNAGLE
THE CELEBRATED

Manufacturer of
Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

HAROLD FRIES
FRIES & BRO.
92 Reade St., NEW YORK
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the . . .
WORLD-RENOWNED
SPANISH BETUNS
Only Non-Evaporating
Cigar and Tobacco Flavors
SWEETENERS, ETC.
Sample Free The Most Popular Flavor since 1865 Please Write for Them
Guaranteed to be the Strongest, Cheapest, and Best.

E. A. CÁLVES & CO. ....IMPORTERS of C HAVANA, 123 North Third Street PHILADELPHIA

Wm. STEINER, SONS & CO.
Lithographers.
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540-550 W. 58TH ST. N.Y.
CATALOGUES OF OUR STOCK, CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

NEW ORLEANS. SAN FRANCISCO.
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

LABELS
Cigar Ribbons Silk, Imitation & Mustinola Ribbon
CORRESPONDENCE SOLICITED
KEYSTONE VARIETY WORKS HANOVER, PA.
ESTABLISHED 1890
GIVE US A TRIAL. WE WANT YOUR OPINION
Printed or Stamped in Gold or Silver
BANDS
STOCK CARDS

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty
Metal Printed Labels

Established 1877 New Factory 1904
H. W. HEFFENER
Howard and Boundary Aves.
YORK, PA.
Steam Cigar Box Manufacturer
DEALER IN
CIGAR BOX LUMBER, LABELS, RIBBONS, EDGINGS, BANDS, ETC.

Weidman Bros. & Moyer
Manufacturers of
Cigar Boxes
Special Attention to GOLD LEAF EMBOSSING HIGH GRADE Work
Factories:
Womelsdorf, Pa., Sinking Spring, Pa.
Established 1891

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes and Shipping Cases
Dealers in
Labels, Ribbons, Edgings
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER Manufacturer of
Dealer in LUMBER LABELS EDGING ETC.
Cigar Boxes and Cases
R. F. D. No. 3
YORK, PENNA.

MINNICH BALING PRESS

Patented March 9, 1897
For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.
Specially Constructed
..PRESSES..
For Leaf Tobacco Packers
Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.
MINNICH MACHINE WORKS
Landisville, Lancaster Co., Pa.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
27 South Second Street
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
Settlements Made on Day of Sale

Patents Caveats, Trade Marks, Design-Patents, Copyrights, etc.
Correspondence Solicited
JOHN A. SAUL
Le Droit Building, WASHINGTON, D. C.

METAL EMBOSSED LABELS METAL PRINTED LABELS
ENGRAVING
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING
SPECIAL DESIGNS

JACOB G. SHIRK
Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds
Are the CIGARS of the following Registered Brands
"Brilliant Star" Clear Havana . . 10c.
"S. B." Half Havana . . . . . 5c.
"S. B." Little Havanas . . . . . 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made 2 for 5c.
Special Brands Made to Order
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here We Will Save You Money

For Sale by All Dealers
VIRGINIA PERIQUE

MIXTURE
The AMERICAN TOBACCO CO., NEW YORK

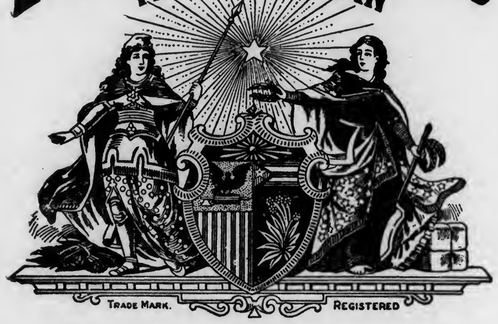
E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

"AS GOOD AS THE NAME"

E. REGENSBURG & SONS

THE AMERICAN



TRADE MARK. REGISTERED

HAVANA CIGARS

NONE GENUINE UNLESS BEARING THIS BAND WITH OUR TRADE MARK IN COLORS

E. REGENSBURG & SONS THE AMERICAN

BEWARE OF IMITATIONS.

ON SALE EVERYWHERE

Constant Growth

signifies

Constant Merit!

Cigars that hold the confidence of their smokers pay dealers best.

DIAMOND JOE CIGAR FACTORY brands stand pre-eminently in a class of their own.

H. FENDRICH

Evansville, Ind.

WARREN BECK & BRO.

Ten-Cent Brands:
Duke of Westminster
Admiral Gherardi
Gen. Warren
La Responder Marcana
La Cantidad

Cigar Manufacturers

York, Pa.

Michael Hose A. F. Brillhart

Dallas Cigar Co.

Manufacturers of CIGARS & Dealers in LEAF TOBACCO,

Dallastown, Penna.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

E. ROSENWALD & BRO.

THE TOBACCO WORLD

Established in 1881. Vol. XXVII., No. 21. | PHILADELPHIA and NEW YORK, MAY 22, 1907. | One Dollar per Annum. Payable in Advance.

Philipp J. Kolb & Co.

Importers & Packers of LEAF TOBACCO

310 Race Street Philadelphia

• CENTRAL UNION •

No other brand of Tobacco has grown so quickly in public favor

Reasons:
Quality Price
Union Label
Friendly Dealers' Aid and
Tobacco Trust's Hostility

United States Tobacco Co.

Richmond, Va.

SUMMA TOBACCO TRA

New Crop

SUMMA TOBACCO TRA

Samples gladly submitted on application

2,600 Bales Purchased at the First Four Inscriptions

H. DUYS & CO.

No. 170 Water Street, NEW YORK

De Amsterdamsche Tabakshandelmaatschappij, Amsterdam, Holland

Growers and Packers of

FLORIDA TOBACCOS

Write for Samples

SCHROEDER & ARGUIMBAU

178 Water Street, New York

CHARLES M. GUDKNECHT, PRESIDENT

LA HILDA CIGAR FACTORY
(INCORPORATED)
MANUFACTURERS AND IMPORTERS
231 CHESTNUT STREET
CORRESPONDENCE SOLICITED PHILADELPHIA

EISENLOHR'S Cinco Philadelphia CIGARS

As Clean as the Food You Eat
Vesper CIGAR 5¢

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
(NICKELBY, 5c.)

SUPERIOR Quality and Workmanship

Vicente Portuondo CIGAR MFG CO. PHILADELPHIA Cigars

Factory No. 968, First District Penna.

Guaranteed Strictly Hand Made
Imported Sumatra Wrapper Long Havana Filler

HENRY HEYMANN'S SONS, INC.
MAKERS
Sinking Spring, Pa.

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

Reserved

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
All Jobbing Houses

Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U.S.A.
Sole Owners and Manufacturers.

THE TOBACCO WORLD

Vol. XXVII., No. 21 PHILADELPHIA, MAY 22, 1907 One Dollar the Year

BARSON GETS DRAWBACK

On Cigarettes Made of Turkish Tobacco and Not Weighing Over Three Pounds to the Thousand.

Washington, D. C. May 17.

On May 14, James B. Reynolds, Acting Secretary of the Treasury at Washington, issued instructions to the Collector of Customs at New York, allowing drawback on cigarettes to A. N. Barson & Co., to cover the exportations of cigarettes manufactured by them, wholly with the use of imported Turkish tobacco, in accordance with their sworn statements, dated May 4, 1907.

In liquidation, the quantity of imported tobacco which may be taken as a basis for the allowance of drawback shall not exceed 48 ounces for each 1,000 cigarettes of the several brands manufacturered by them.

Reference was made to the Department's regulations of July 3, 1902, establishing a rate for the allowance of drawback on the exportation of cigarettes manufactured by the American Tobacco Co., which was extended to cover the Barson incident, thereby placing them on a par with the American Tobacco Co.

Detroit Factory Expansion.

Detroit, Mich., May 18.

The Globe Tobacco Co. has just completed a deal whereby it secures 54 feet of frontage on Fort street east, directly east of the company's present factory at Fort and Brush streets. With this frontage, the Globe people now own one-half of the entire block bounded by Fort, Champlain, Brush and Beaubien, and in a short time will spend many thousand dollars in the erection of new buildings.

The Globe factory and the additional 54 feet frontage extend 144 feet on Fort street and to the alley running east and west between Fort and Champlain streets. Fronting on Champlain is the company's warehouse, 54 feet, occupying the space directly opposite the new purchase on Fort street. On the corner of Brush and Champlain streets is a vacant parcel owned by the company, with the same amount of frontage on Champlain that the factory has, directly opposite it, on Fort street.

As soon as the lease expires on the building now occupying the site just purchased, the company will erect additional buildings both on Fort and Champlain streets, giving it exactly a half block of factory and warehouse room.

California Manufacturer Missing.

Oakland, Cal., May 14.

Search is being made for Thomas Feeney, manager of the Oak City Cigar Factory, at Eleventh and Franklin streets, who has been missing for the last ten days. The police have been notified, but have not been able to find any trace of the missing man. He is unmarried and has no relatives other than a brother in this city.

ILLINOIS TO OUST CIGARETTE

Amendment Tacked On to Bill Protecting Minors Designed to Prohibit Sale Altogether.

Springfield, Ill., May 16.

Just where the cigarette smokers in Illinois get off will not be fully determined until Attorney General Stead has looked into a little matter which Senator Berry had passed in the closing hours of the Legislature. Senator Berry whose intentions were plainly to pass an anti-cigarette bill of some kind to stand alongside the local option bill which he fathered, seems to have skated over all the thin ice in the Constitution.

His cigarette bill, now being enrolled and engrossed, would leave it up to the Court to determine whether or not tobacco is injurious to health. If it were so decided, then cigarettes could not be sold in the State. He did not draft it in that way, but the House tacked on an amendment prohibiting the sale of cigarettes containing "anything injurious to health, including tobacco."

In this shape it was passed late Sunday morning. There was only a corporal's guard of Senators holding down the upper House at that hour, but Mr. Berry took the bill from the clerk of the House and hurried across the way with it. The Senate journal shows that a constitutional majority concurred in the Senate amendments. Originally the bill was designed merely to prevent minors from smoking cigarettes in public places.

Wisconsin Promises Big Acreage.

Milwaukee, Wis., May 18.

Milwaukee tobacco men believe that the 1907 crop will outstrip that of any previous year in the history of Wisconsin. The demand for Wisconsin leaf and the early buying at high prices have induced farmers in the State to plant a larger acreage than ever before. Milwaukee dealers expect that the tobacco will be bought up early in the season at prices somewhat less than those of last year.

Last year's crop exceeded 160,000 cases of 300 pounds each, and there was not enough to supply the demand. The high price forced Milwaukee buyers to purchase Connecticut leaf, which is of higher quality and can be used for wrappers. Milwaukee dealers have bought little Wisconsin tobacco for two years. The Wisconsin crop is in great demand among Eastern dealers, who force the price almost as high as for the Connecticut tobacco.

The 1906 crop is undergoing the sweating process.

Wisconsin tobacco has increased in output yearly for a number of years. The 1905 crop aggregated 140,000 cases and the crop of 1904 was less than 130,000 cases. Farmers are setting out plants, and prospects indicate a large and early 1907 crop.

TROUBLE IN ILLINOIS FACTORY

Strike is Threatened in the J. G. Pauley Establishment at Elgin. Mr. Pauley's Statement.

Elgin., Ill., May 17.

The cigarmakers employed by J. G. Pauley, cigar manufacturer here, have made certain demands and threatened a strike if their request is not conceded.

A meeting has been held by them, after which the demand was reduced to writing. Twenty-four hours were given for consideration. but no reply was made them within the time specified and it is now up to the cigarmakers to make still another move.

Mr. Pauley in a statement offers an explanation of the trouble and his position in the matter. He says: "I am extremely sorry that misunderstandings have caused trouble between me and the members of the union who have been employed in my shop, especially in view of the fact that heretofore I have always been in sympathy with unions and their efforts for compact organization. That our relations have been thus strained, was not through my desire or through orders issued to my foreman.

"I think my previous reputation for treatment of union workmen will bear me out in the above statements. But in spite of these facts, I feel constrained to say that since this difficulty has arisen, I can only do myself justice with the statement that I propose to conduct my place of business according to the best economic policy."

While the case is pending before the International body of cigarmakers, Mr. Pauley does not plan to keep his shop closed, but will again commence the manufacture of cigars as soon as he is able to hire the necessary workmen. While union labor is not permitted to work for him while the case is pending, it is not thought that the local union will interfere with his other workmen, unless the International body upholds them in their decision of putting him on the unfair list.

Indiana's Twist Tobacco Boom.

Boonville, Ind., May 18.

The twist tobacco interest in this part of the State is increasing, indicated by the sale of $1,500 worth of revenue stamps by Collector Z. T. Sullivan, of Evansville, to a local firm. It is the largest sale ever made from the Evansville office. It was necessary to wire to Terre Haute for supplies, the Evansville office not having the required number of stamps on hand. There are two tobacco houses in Boonville, both doing a large business. Their fields are in Arkansas, Missouri and Alabama. A new twist factory has been started at Troy, Ind., and another at Cannelton. Both have good trade.

—The Jackson Tobacco Co., a new wholesale concern, with a capital of $25,000, has been incorporated at Jackson, Miss.

U. C. S. CO'S PRETTIEST STORE

The Chain Store Co.'s Latest Acquisition in New York is on the Highest Valued Piece of Earth.

New York, May 18.

The United Cigar Stores Company has now opened a new branch at No. 1 Wall street. It is without doubt their prettiest store. This piece of ground is known as the highest valued property in the world, and notwithstanding the enormous expense incurred in furnishing and maintaining such a high grade establishment, the chain store company proposes to make it one of their best paying propositions. As is customary with all openings of this class, a large crowd was on hand to receive the usual souvenir presented with a five cent purchase. A rattling good business was done the first day, but retailers in the vicinity say they noticed no falling off in their sales on that account. A prominent retailer in the Wall street section, when interviewed on the subject as to what effect the new store would have on the independent establishments, had this to say:

"The opening of a United store in the business district usually brings out an immense crowd of bargain hunters, souvenir collectors and pan handlers; the latter predominating, nearly all of them being patrons of one of the company's other stores.

"The only harm a new United store can accomplish is to take some of the trade away from their own store which is usually situated about fiffteen inches away from their new quarters. In fact they have felt the competition which has been waged on them by independent concerns to such an extent that they have 'got the habit' and are now running opposition to themselves. One store will sell a certain brand of cigarettes for 11 cents, while their other store in the immediate neighborhood will sell the same brand for 10 cents.

"Then again look at the way they bunch their stores together. I know of one of their branches which was doing a business of over four hundred and fifty dollars a day. All of a sudden a new store sprang up right around the corner. The receipts in the first store fell down one hundred dollars on the opening day of the new store. At the present time there are four stores in this neighborhood, and their first store is only doing a business now of about $200 a day.

"This is certainly queer competition; competition among themselves. But give them credit for something anyway. No proposition comes too high and they'll take all kinds of chances when a good retail spot is at stake. When they really want a piece of property they are going to get it. They now control a number of valuable locations and to tell you the truth I expect to wake up some morning and find the United shield tacked on the City Hall flag pole and a finely fitted up stand located in the rotunda of the old building."

E. A. CÁLVES & CO. HAVANA, 123 North Third Street
....IMPORTERS of PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**
115 Arch Street, Philadelphia

FOUNDED 1855
John T. Dohan — SELECTED D&T VUELTA ABAJO — Wm. H. Dohan
FLOR de D&T
DOHAN & TAITT
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

K. STRAUS — A. LOEB
K. STRAUS & CO.
IMPORTERS OF
PACKERS OF LEAF TOBACCO — HAVANA
301 & 303 North 3rd St.
PHILADELPHIA.

Established 1825
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
AND PACKERS OF
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

Benj. Labe — Jacob Labe — Sidney Labe
BENJ. LABE & SONS
IMPORTERS OF
Sumatra and Havana
Packers and Dealers in Leaf Tobacco
228 North Third St., Philadelphia

Julius Hirschberg & Bro.
Importers of Havana and Sumatra and Packers of Seed Leaf
Tobacco
125 North Third St., Philada.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
and Packers of Leaf Tobacco
306 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in SEED LEAF
Importers of HAVANA and SUMATRA **TOBACCO**
111 Arch Street, Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N. Y.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
238 North Third Street, Phila.

H. Dolinsky & Son
Importers & Packers of
HAVANA AND SUMATRA SEED LEAF TOBACCO
147 N. Third St, Philadelphia, Pa.

L. KRUPPENBACH
IMPORTER of HAVANA and SUMATRA
DEALER IN LEAF TOBACCO
REGISTERED 1642-44 N. ELEVENTH. ST.
PHILADELPHIA

The Empire Leaf Tobacco Co.,
Importers and Dealers in
ALL KINDS OF
SEED LEAF, HAVANA and SUMATRA **Tobacco**
118 N. 3d St., Phila.

J. S. BATROFF
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA
THE TOBACCO WORLD

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The preceding cut is a fac-simile, in its actual size, of the Precinta, or Warranty Stamp, which is used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that the Cigars, Cigarettes and Cut Tobacco packages which bear these stamps were made in Cuba.

Thus a copy of the Warranty Stamp, attached to any Box of Cigars and Cigarettes, or to any Package of Cut Tobacco, means that those Cigars, Cigarettes and Cut Tobacco have been made in Havana, Cuba, with the Genuine Tobacco Leaf grown on the Island of Cuba.

DON'T FORGET THIS, IMPORTERS, DISTRIBUTORS and RETAILERS.

THE COLORS OF THE PRECINTA:—Black with Pale Blue Ground; fac-simile of the Seal of the Presidency of the Republic, Sky Blue.

NOTEWORTHY CAREER OF BOSTON JOBBING HOUSE.

Boston, Mass., May 14.

Nearly 60 years ago, when Benjamin Estabrook opened a cigar store at 7 Union street, he very likely had no notion of the proportions to which the business was destined to grow. Yesterday at 211 Washington street, the firm of Estabrook & Eaton, the successors of the original business, opened a new store in the Rogers Building, which is conceded to be one of the finest of its kind in the country. No expense has been spared to make it a distinctive ornament to the lower end of Washington street, and that the intention of the firm and the architects has been successfully carried out is the verdict of those who visited the establishment.

The exterior is novel in design, and fashioned after the modern French style of combined simplicity and elegance. A prominent show window backed with rich mahogany, stands between two deeply concaved entrances on the Washington street side. At each corner is a graceful pillar of red marble of Levanto and the bases of the show windows are of the same stone. Above the windows behind antique iron grill work, prismatic glass bearing the firm name in dull gold refracts the light into the interior of the store. On the Court avenue side, facing the Washington street entrance of Young's Hotel, there are seven smaller show windows, and two other doors, making no less than five entrances, with the door from the main corridor of the Rogers Building.

Entering through one of the Washington street doors, one notices the name of the firm in brass letters sunk in the mosaic work at the entrance. Once behind the massive doors of solid mahogany, with their curved panels of plate glass, one is immediately struck with the feeling of spaciousness and order produced by the fine lighting and the simple lines and solidity of the mahogany fittings. In the wide space between the doors, back of the front window there is a cigar lighter, and in the tesselated floor has been set a marble table top, familiar to many of the old customers as the one used for the display of goods for more than 30 years in the old store.

On the right of the store the striking feature is a great showcase, which is 29 feet in length, filled with open boxes of fine cigars. It was built to order, and is one of the largest ever made for the purpose. Behind the showcase rise the mahogany cabinets in which box stock is kept. These cabinets are built from designs furnished by the architects, and are fitted with sliding doors of glass, which are so balanced that they move at a touch. The cabinets are also supplied with numerous drawers for the storage of goods.

At the lower end of the store, beyond the big cigar case, is the cashier's desk, snugly ensconced behind a grill of antique iron work; and beyond that, next the door which leads from the Rogers Building, is a public telephone for the use of customers.

On the Court avenue side of the store there are corresponding cabinets along the wall, but this side is broken up by the comfortably cushioned window seat, which is a noticeable feature of a store in which all the appointments make for the comfort and convenience of clerk and customer. On this side are two exhibition cases for the display of pipes and smokers' articles, and two low tables with swinging chairs, at which the purchaser may inspect the goods in leisurely and comfortable fashion.

The show cases and tables extend about two-thirds of the length of the store, and beyond them and between the two passages connected with the Court avenue doors, is the mammoth humidor in which thousands of choice cigars are kept at the proper temperature and humidity. This is a room in itself, enclosed by airtight walls of glass. The four tiers of adjustable steel shelves, easily accessible from the aisles which have been left between, are capable of holding 5,400 boxes of cigars. The temperature is regulated by a delicate mechanism, keeping a large stock of the choicest brands of cigars in perfect condition, ready for delivery to the purchaser.

In a mezzanine balcony, also at the

Constitution Seed and Havana
stands for Quality and Workmanship.
Remember that.

A Good Pair to Go On . . .

Two of Our Popular Five Cent Brands.
Our Goods are Made of Best Selections,
Made Carefully, and Made to Duplicate.

Wolf Brothers,
RED LION, PA.

INCREASE YOUR PROFIT!
Columbia Straight Will Do It.

We bought a large supply of Good Havana and Domestic Tobacco at the right time.——We are located where Good Workmen can be had at Fair Prices.
These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.

Fred Schlaeger & Co., Columbia, Pa.
Samples on application.

GEO. W. BREMER, Jr.

BREMER BROS.

119 N. Third St., PHILADELPHIA

WALTER T. BREMER

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

John U. Fehr Established 1883 Geo. N. Fehr

J. U. Fehr & Son

Importers and Packers of

Leaf Tobacco

700 Franklin St., 101 to 107 S. 7th St.,

READING, PA.

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia

Long Distance Telephone, Market 3025.

S. Weinberg

121 North Third Street

PHILADELPHIA

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

Tobacco

Cable Address, "Heiland, Lancaster" Telephone Service

JOHN F. HEILAND & CO.

COMMISSION MERCHANTS AND DEALERS

Leaf Tobacco

Eastern Agents MaGee Tobacco Case

Representing

George H. Rumrill, Janesville, Wis.;
The Miami Valley Leaf Tobacco Co., Dayton, O.;
The Krohn Tobacco Co., Windsor, Ct.;
Downard & Koking, Cincinnati, O.;
F. W. Dohrmann & Son, Cincinnati, O.;
Matskey & Heiland, Lititz, Pa.

48 E. Chestnut Street

P. O. Box 178

LANCASTER, PA.

H. VELENCHIK S. VELENCHIK

VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

HENRY RINDSKOPF

Packer and Importer of

Sumatra, Havana and Domestic **LEAF TOBACCO**

N. E. Cor. Fifth and Washington Sts.

Reading, Pa.

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Packer of and Dealer in

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Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

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LARGEST RETAILERS IN PENNSYLVANIA

No. 240 Arch Street, Philadelphia, Pa.

Gieske & Niemann, Packers & Dealers in **Leaf Tobacco**

No. 204 South Charles Street

Baltimore, Md.

WILL USE THE BLUE LABEL.

Mayer Bros. Cigar Factory Begins Work as a Union Shop.

York, Pa., May 20.

A local daily published the following article concerning the complete "change of front" in the methods to be hereafter employed in the cigar factory of Jacob A. Mayer & Bros., of North York, which has been in its time a very extensively operated concern in the manufacture of medium priced goods:

"Unionism made a distinct gain in this city yesterday, when it was announced that the big cigar factory of Mayer Bros., North York, with its output running into the millions, would be unionized in all its departments. That means that at least 200 union cigarmakers, packers, etc., will be employed in the Mayer Bros. factory.

"The business under the old system was closed up yesterday at noon. The books were closed and this morning the International Cigarmakers' Union will grant the factory the union or blue label and the business under the new order of things will begin immediately. Fifty union men will be put on at once and the number will be gradually increased as the men can be secured and the business of the shop as a "union shop" gets well under way.

"Some time ago the firm invited the executive board of the cigarmakers' union to meet them and discuss the unionizing of the shop, with the result that last night about thirty-five of the men became members of the Cigarmakers' Union. A number of others will soon join and this will make the union force at the plant half a hundred. In order to make the change the factory was not running yesterday. It will start up this morning, however, and henceforth will be one of the largest thoroughly union factories in York.

"Although the unionizing of the Mayer Bros. factory is a distinct gain for the union, it was voluntary on the part of the proprietors of the factory, who are Jacob, George and Frank Mayer. From a business standpoint they thought the proposition was a good one and they took it up.

"The unionizing of the Mayer shops means the end of woman and child labor in that plant. Hereafter standard mechanics, men, alone, will be employed, as is the rule in union shops.

"By the change a large number of women and children have lost their jobs. The most of them, however, yesterday afternoon found employment in the so-called sweat shops of the city and other places and most of them were placed last evening, it is said.

"The union men to be employed will be cigarmakers and packers. The strippers are not unionized and they will all be retained.

"The North York factory has an enormous output. Its cigars go mainly to the South and West from Cincinnati on to the Pacific Coast.

"It is said that another large cigar factory is coming to York in the near future and that it also will be a union factory."

We might add that this is not an innovation at all, because similar methods have already been adopted before by manufacturers, not all of whom have found in it the degree of satisfactory results that they had hoped for, and many of them ultimately changed again to the open shop system. Still, we have a few illustrations of success in union factories in this county, but the number of failures in successfully carrying out such a programme are perhaps in the majority.

Mayer Bros. have in the past enjoyed the patronage of some very large houses, but it seems a question if these can be carried over to accepting union goods in equal quantities at regulation union prices. If they can the venture will be successful from the beginning, but if not, a virtually new business will have to be built up, and that always takes time. Fortunately the firm is in strong financial standing, and whether the newly adopted system is a success or not, will not likely affect their standing in the least. It is a business venture, and that is about all there can be said about it.

John Fiddler, with John W. Minnich & Son, has finished a six weeks business trip through the West, and has returned to the factory headquarters well supplied with orders.

Warren Locke, formerly a bookkeeper with J. E. Detweiler, cigar box manufacturer at Red Lion, has taken a position as salesman with Rost, Neff & Co., leaf dealers of Red Lion.

The Belmont Cigar Co., of Red Lion, is now getting under way very nicely. They will make a special drive on the Juan Bazan and Happy Phil brands of nickel goods.

The trade in general is fair throughout the county, but no boom is experienced nor is one expected immediately.

LITTLE CHANGE IN LANCASTER

Only an Occasional Sale With no Change in Prices—Factories are Also Quiet.

Lancaster, Pa., May 20.

There is still not much improvement in the condition of the local leaf market. Occasionally a small lot of 1905 goods is sold, but prices have not yet changed and activity is retarded. There have been several out of town buyers here during the week, but they bought rather sparingly.

There is, however, much tobacco in warehouses here that has been sold, but is held on shipping orders.

Trade among cigar manufacturers is also rather quiet, i. e., factories are all in operation but no urgent demand for goods exists.

The A. B. Hess Cigar Co. is now beginning to carry out its well defined plans for expanding its business operations. So far the house has met with good encouragement, and its product is giving thorough satisfaction.

J. B. Koser, who was formerly engaged in the leaf tobacco business in this city, has practically retired, and gone to farming. He purchased a property some time ago along the banks of the Susquehanna and is making great improvements on it.

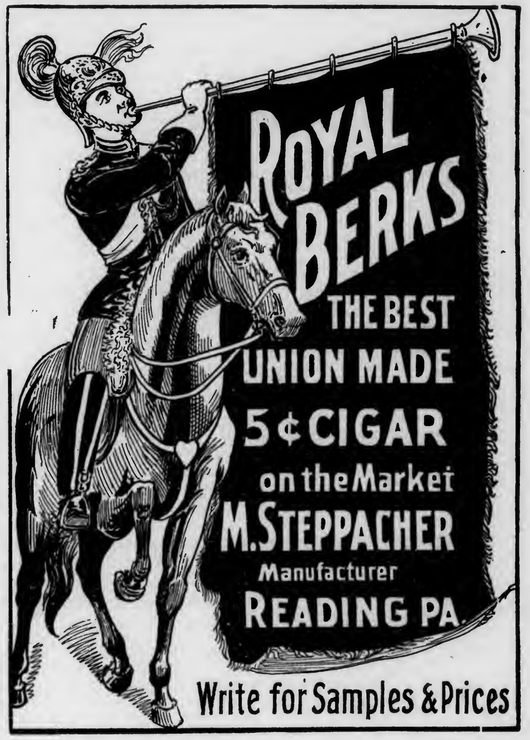
John Slater, of Washington, Pa., has

(Concluded on p. 18)

RUTHERFORD CLEAR HAVANA CIGARS

Are Popular

Because They Please the Consumer.



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2 oz. 5c.

Tobacco Works

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Manufacturers of

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Private Brands for Jobbers a Specialty Samples submitted on application

The "BOSS" Box Truck will move your Tobacco Cases easily an safely

IT IS BUILT FOR STRENGTH

But is not heavy. Notice the position of the Steel Spurs. It won't "Run Away."

Used in Factories and Warehouses everywhere **Price $5.50**

WOLF & LUKASAWITZ, DAYTON, O., say:

¶Gentlemen: We have been using your Boss Trucks for a period of ten years, and would say that they have given us the best satisfaction, and you may send us three more of the same make.

MANUFACTURED BY

THE WM. F. KRAMER CO.

DAYTON, OHIO

Read the Cuban Market Reports
New Remedios Crop will be Short, High Priced and Not Fit to Work

UNTIL A YEAR FROM NOW

Now is the Time to Buy
Old Santa Clara, Firsts and Seconds
Write for samples which will be sent free of charge

HAMBURGER BROS. & CO.

Stripping Department
137 Gervasio Street
HAVANA, CUBA

Importers of Havana
228 Pearl Street
NEW YORK

READING IN MOURNING.

California Disaster Causes Sorrow in the City. Trade Reported Moderately Good.

Reading, Pa., May 20.

The entire city is in gloom as a result of the terrible disaster in California and the large number of Reading residents who were among the victims.

Otherwise the cigar trade in this section is moderately good, and some of the manufacturers are moderately busy.

Dan Fleck, of the Fleck Cigar Co., started last week on a Western trip which will cover a period of several weeks. The factory is pretty well filled with orders at present, and a full force at work.

Mr. Carroll wth M. Kemper & Sons, Baltimore, was here last week, and closed some nice sales on leaf tobacco to factories in this city and vicinity.

D. Kalberman, with Joseph Hirsch & Son, New York, J. A. Kinney, with A. Cohn & Co., New York, and L. F. Mueller, with Dohan & Taitt, Philadelphia, were among the week's visitors in this city.

I. L. Kemper, of M. Kemper & Sons, is expected here by the middle of next week. Mr. Carroll, with this firm, has gone to Binghamton, N. Y.

Henry Heymann's Sons, of Sinking Spring, are pushing specially the Havana Babies brand of 5 cent goods, and are meeting with encouraging success.

John U. Fehr & Son, leaf packers, were reported a few weeks ago as having closed up their packing season, but Mr. Fehr has since started in buying again, and has secured about 200 cases of Pennsylvania. Their warehouses will therefore remain open for several weeks yet.

C. G. Derr, representing Henry Rindskopf, filled his defense to a suit brought by Levi, Blumenstiel & Co., leaf tobacco dealers of New York, against Mr. Rindskopf on notes given in the purchase of tobacco in 1906 and 1907. Mr. Rindskopf denies liability for the full amount, alleging that much of the tobacco delivered to him was musty and unsaleable, and did not come up to the conditions upon which it was purchased; that some of the tobacco was returned to Mr. Rindskopf when sold to customers; that the firm had agreed to have the goods examined by expert samplers so as to separate the sound and unsound tobaccos, but failed to appear at the time agreed upon.

Mr. Rindskopf states he paid the first note of $621.81, although in excess of the contract price, and that it was then agreed that no further notes should be paid until the stock had been examined.

Mr. Rindskopf declares that he has the balance of the tobacco ready to be returned to the plaintiff and so notified the firm.

Increased Tobacco Consumption in United Kingdom.

In answer to a Virginia correspondent, Consul Daniel W. Williams, of Cardiff, Wales, furnished the following information concerning the British consumption of tobacco and tobacco manufactures:

The United Kingdom is undoubtedly the best market in the world for tobacco, for its consumption has increased 30 per cent. in the past fifteen years, or at the rate of 2 per cent. a year. The use of tobacco is almost universal among the males above the age of 16 years. It is used in all known forms.

Laborers consume large quantities of chewing tobacco during the hours when smoking is not permitted on account of the character of their work or other causes. The pipe is seen everywhere, in the home, on the street, and the sporting field, and in all lounging places, trains, boats, etc. The cigar is most noticeable among the professional, moneyed, and aristocratic classes, but the cigarette seems to be the special favorite of all classes and is consumed in immense quantities; it may be seen in the hands of mere lads as young as 8 years, and dealers report that there is a growing cigarette trade among women. Snuff takers are still not uncommon.

The growing use of tobacco is due to a number of causes. Many seem to think that certain climatic conditions, such as the excessive moisture in the air and the attendant depressing conditions, prepare the people to feel the need of its stimulating or soothing influence. The steady exodus from the land to the industrial centers and the wonderful development of arena sports have undoubtedly contributed to the increase in the past fifteen years. The social habits of the people are another important element. Oddly enough, there is practically no crusade against its use, by Church or State, beyond the effort made by the anti-cigarette leagues to induce lads to abstain from the use of cigarettes until they reach the age of 21 years.

Trust Controls Trade.

The trade has gradually passed into the hands of great companies which have well-defined and profitable "working arrangements," and which in the United States would be known as "trusts." The greatest tobacco company is very powerful and controls directly or by contracts a large number of shops in each city and town. There are many smaller companies doing a successful business on account of the great possibilities everywhere, for a tobacco shop never finds it necessary to drum up trade. All that is necessary is to plant a shop in the stream of trade and it will flow into it.

A tobacco combine has the advantage over small competitors out of proportion to the difference in capital, for two reasons: There is a considerable excise tax on all forms of tobacco, and all the tobacco has to be imported from over the seas. A small quantity of tobacco has been grown in Ireland for three years as an experiment, but this has no effect upon the trade.

Extent of Imports.

As will be seen in the following table, prepared by the Bureau of Manufactures, showing the imports into the United Kingdom in 1905 and 1906, as taken from British official returns, the greater portion of the tobacco and tobacco manufactures consumed therein is drawn from the United States:

Description.	1905 From U. S.	1905 Other countries
Stemmed	$1,328,100	$308,100
Unstemmed	7,142,200	2,108,700
Cigars	5,361,500	1,000,100
Cigarettes	21,000	605,900
Cavendish & Negroh'd	189,800	15,200
All other, and snuff	18,800	18,700
Total	$14,061,400	4,051,700
	1906	
Stemmed	$2,776,900	$321,200
Unstemmed	9,667,500	2,345,700
Cigars	6,026,200	1,004,000
Cigarettes	22,400	685,500
Cavendish & Negroh'd	201,400	48,100
All other, and snuff	20,200	20,200
Total	$18,714,60	4,324,700

"All other, and snuff" not being credited to countries is divided between the United States and other countries to make the statement complete.

E. A. CÁLVES & CO. ....IMPORTERS of C HAVANA, 123 North Third Street PHILADELPHIA

H. UPMANN & CO., HAVANA, CUBA

INDEPENDENT MANUFACTURERS OF THE CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

BANKERS SHIPPERS AND COMMISSION MERCHANTS ESTABLISHED 1844

CHAS. LANDAU, 82 Wall St., New York; Board of Trade Building, Montreal
SOLE REPRESENTATIVE OF H. UPMANN BRAND FOR UNITED STATES AND CANADA

THE DROUTH AT LAST BROKEN IN CUBA.

Heavy Rains in Havana on May 12th and 13th, and Probably General Over the Island. Cuban Editorial on the Cause of the Strike.

Special Correspondence of The Tobacco World.)

Havana, Cuba, May 14, 1907.

The five months drought is at last broken, and on Sunday it rained heavily most of the afternoon, and again early Monday morning. While no definite news has been received it is supposed that these rains were general throughout the country, and they have come none too soon to avert terrible suffering. Even the country surrounding Havana had a parched, burned-up look, while the poor cattle stood huddled together by the roadside vainly seeking shade and pasture. A fine white dust covered everything, and the cactus hedges looked as if they had been thickly powdered. This is probably the beginning of the rainy season, and from now on matters will undoubtedly improve as far as the crop situation is concerned.

There was a fair amount of new Vuelta Abajo received from the country this week, but the continuation of the strike has paralyzed the market, and there are few buyers. Several New York buyers came in on the last steamer, but so far have not begun to operate in our market.

Again this week I have no sales to chronicle.

Buyers Come and Go.

Arrivals:—Lewis Cantor, of L. Friedman & Co., Sol Hamburger, of Hamburger Bros., Sydney Goldberg, of S. L. Goldberg & Sons, David H. Delmonte, New York.

Departures:—Victor Ettlinger, for New York.

Under the heading of "Some Plain Facts about the Strike," our esteemed contemporary, El Diario de la Marina, published some interesting facts which, in the absence of other news I am going to quote. As the strike still continues and there is no immediate prospect of a settlement it may interest the readers of The Tobacco World to get at the real causes which brought the strike about, and which influenced the independent manufacturers to close their factories, as well. According to the Diario, after the Executive Committee of the Cigarmakers' Union addressed a letter to Samuel Gompers stating therein their real and fancied grievances, that paper sent a reporter to investigate, and he gathered the following information:—

In the first place, he declares that it is not true that the trust pays its workmen in Spanish gold and sells its goods for American money. The trust, in common with other cigar factories here, sells its products at prices quoted in Spanish gold. It also keeps its accounts in Spanish gold, and it pays its employes in the same coin. This statement as referred for verification to the American Consulate, where the shipping papers could be seen. This is the principal grievance of the strikers, and if this proves to be false, it appears as if they were merely using this argument as a subterfuge to demand a 10 per cent. increase in their wages. If this increase were granted it would mean a loss to the trust of $500,000 per year, and an equal if not greater loss to the independent manufacturers. In view of the fact that the trust worked at a loss of a couple of hundred thousand dollars during the last year, it is not natural to suppose that it is willing to grant a demand which would mean a double loss without any chance of recouping. The cigarmakers also complain in their letter to Gompers about their hard life, but as the average cigarmaker earns from $18 to $20 per week, while the skilled workmen get as high as $40 per week for special sizes, these must be considered as fair wages.

During the last few years notable improvements have been made in the sanitary arrangements of the factories, and they are regularly inspected to see that these necessary improve-

Constitution Seed & Havana Cigars are the Best that can be made. Do you sell them?

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ
VENANCIO DIAZ, Special Partner
MUNIZ HERMANOS y CIA
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Growers and Dealers of
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Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

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SUCCESSORS TO
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Growers, Packers and Importers of
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PLANTATIONS and ESCOJIDAS:
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" PARTIDOS " SANTIAGO de las VEGAS
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FACTORY VEGAS A SPECIALTY

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Almacenistas de Tabaco en Rama
Especialidad en Tabaco de Santa Clara de Primera Clase
Cable: "CASIN"
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Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ — R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO — **HABANA, CUBA**

S. Jorge — Y. P. Castaneda

JORGE & P. CASTANEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

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Independent Cigar Factory

The Oldest Brand

FLOR DE TABACOS DE PARTAGAS Y Cª HABANA

The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER — *Habana, Cuba*

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA — *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" **HAVANA, CUBA**

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

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Cable Address: "JOSECAYRO" — Correspondence Solicited in English

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HENRY VONEIFF — F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

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Branch Houses: 616 W. Baltimore Street, Baltimore, Md. — P. O. Box 433, Tampa, Fla.

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ

J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128 Cable: "JOMAGARCIA" **HABANA, CUBA**

Rz. BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista — **Neptuno 170--174** — Special Partner—Gumersindo Garcia Cuervo

ments are kept up. Cigarmakers, besides their wages, have certain perquisites, and they are allowed to help themselves to cigars, which as some smoke from eight to ten a day, reaches quite a total at the end of the year. So that, according to the above, the Cuban cigarmaker appears to have been unusually well treated as compared with workmen in other countries, and it is to be hoped that he will soon appreciate this and return to work before the trade is seriously crippled. A suggestion was made to employ Cuban women as cigarmakers, should the men hold out in the unreasonable demands, and it was argued that as a few years ago the strippers were all men while now women are employed for that purpose, it would open a new field to poor Cuban women, and it would only take a short time before they became proficient in the art. There is also talk of a sympathetic strike in Tampa.

Havana factories, with the exception of the three previously mentioned, are not working at present.

RECEIPTS FROM THE COUNTRY.

	Week ending May 11 Bales	Since Jan. 1 Bales
Vuelta Abajo	1,329	9,319
Semi Vuelta	69	552
Partido	41	432
Matanzas		245
Remedios & S. Clara	103	4,873
Santiago de Cuba	2	1,731
Total	1,244	17,152

Noteworthy Career of Boston House.

(Concluded from p. 5)

rear, are the private offices of Henry W. Frederick, and Willard W. Estabrook, the present members of the firm of Estabrook & Eaton. This office, finely finished in mahogany and perfectly appointed, communicates with the salesroom, and with the general offices on the second floor, by a private staircase. An interior telephone system brings all sections of the store into touch and an automatic elevator connects offices and salesroom with the basement stockroom, where everything is equally well systematized. It is thus possible at a moment's notice to obtain goods from any part of the establishment, and to fill orders without the slightest delay. The wholesale department is located in the basement, and here is another humidor in which hundreds of thousands of cigars may be stored.

In leaving the old place at 222-224 Washington street, directly opposite the new location, Estabrook & Eaton have left behind almost the entire equipment of the old store. But in the new store, an even larger stock of the cigars which have given the firm a national reputation can be kept constantly on hand, and the ever growing business, which made the change of location imperative, can be adequately handled with the increased facilities with which this model establishment has been equipped.

Constitution Seed and Havana Cigars

Made in the good old way.

EL DRACO CIGAR MFG. CO., PHILA.

IMPROVING IN BOSTON.

Good Weather Livens Up Trade. Hopeful All Along the Line.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, May 18.

The cigar trade has improved nicely the past week; the retailers had a good spell of spring weather this week and it helped cash register records considerably. The larger cigar factories are not doing the business done a year ago, and I understand that many cigarmakers have been laid off in the past sixty days. The cigarmakers' union is advertising extensively the blue label in the hope of improving the cigar business here.

Goldsmith, Silver & Co., makers of the M. C. A. 10 cent cigar, are now putting out a new 10 cent perfecto, the Netherstone, and I understand it will be soon advertised largely.

The National Cigar Stands Co. are now selling their cases direct to the druggist. Heretofore they only loaned the cases at a minimum fee per year. It is rumored that the Klein's Pharmacy and Walker-Rintels Co. will soon give up the National cases. I expect eventually to see all the druggists here give them up, except the Jaynes & Co.'s five stores, as this concern is practically owned by the Eastern Drug Co., who are the big stockholders in the National Cigar Stands Co.

Alfowich Bros., 95 Friend street, who sell cigars, show cases, etc., have just purchased the 100 foot wall cases from the two United cigar stores which the latter have closed on School and Court streets. Anyone in search of such fixtures will do well to communicate with them.

Ben Lett & Co., who recently took on the Sanchez & Haya line of clear Havana, are placing same with all our prominent retailers.

Ralph M. Gans, of Gans Bros., New York, makers of the popular William the Fourth cigars, is in town going the rounds, in company with S. A. Frank, their local representative. This brand is taking hold nicely, and can be found in most every prominent store in Boston.

There are two representatives here of the C. E. Barker Manufacturing Co., of New York, calling on the trade in the hope of interesting them in their new Gold Bond certificate proposition. J. N. Pike Co., of Lynn, and C. A. Amazeen & Co., of Clinton, both prominent tobacconists, have taken on their coupon system.

I understand that the Surbrug Co. will shortly manufacture a 5 cent cork tip Turkish cigarette. Messrs. Kennerly & Levy are at present making a good showing on the Milo, Dolmas and Arabs.

St. Urban, the latest 10 for 10 cents package made by the A. M. Pacholder Co., of Baltimore, is making quite a hit in this market. The goods are now being featured by the Adams House Pharmacy, Markell Drug Co., Erlich & Kopf, Bieringer Bros. Co., Rosenthal Bros. and many others.

Fire Alarm, a new plug tobacco made by the United States Tobacco Co., of

(Continued on p. 15)

PABLO PEREZ — CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" — **HABANA, CUBA**

GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25

Cable: "Tebenitez" — P. O. Box 396 — *HABANA, CUBA*

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM — *Habana*

JOS. MENDELSOHN — LOUIS A. BORNEMANN — MANUEL SUAREZ

Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO and Commission Merchants

New York Office: 196 WATER STREET — Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

A. M. CALZADA & CO.

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and COMMISSION MERCHANTS

Monte 156, HABANA, CUBA.

P. O. Box, 595. — Cable: "CALDA."

Established 1881 — THE — Incorporated 1902

TOBACCO WORLD

Published Every Wednesday
BY THE
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224 Arch Street, Philadelphia.

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H. C. McMANUS, Secretary and Treasurer.

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PHILADELPHIA, MAY 22, 1907.

Pennsylvania's Child Labor Law.

It is said to have cost the Commonwealth of Pennsylvania the sum of $83,000 to decorate, by the per pound and per foot rule, the offices of the State Factory Inspector in the new $13,000,000 State Capitol at Harrisburg, and yet, unfortunately, the department does not seem to work much, and certainly not any overtime by reason of which there can be offered any excuse for the exorbitantly expensive lighting apparatus and other fixtures and luxuries.

It is a regrettable fact that the Legislature which came to a close last week amid much hilarity, pomp and ceremony, had failed to take action with regard to the proposed child labor law, and by that failure Pennsylvania is relegated to the rear of a procession making for higher attainments in citizenship.

Child labor in all its evils is therefore legally permitted to remain in this State for a period of at least two more years. Notwithstanding that other States are providing protection for children, our Legislators were preoccupied in making many new statutes and numerous sinister appropriations to uphold the proud name of the Keystone State, without a heed for the cry for remedies to improve the condition of the many suffering children in this Commonwealth.

The tobacco trade is not free from the stigma of employing children in cigar factories and other places for the purpose, presumably of providing cheap help. We want, however, to be charitble enough to say that we believe that in a large majority of cases factory proprietors would cheerfully abandon the system, if assurance were given that all competitors in their immediate neighborhoods would do likewise; so that the practice is indulged in with not altogether selfish motives, but in fear of results of competition of other manufacturers, and by keeping down cost of certain labor to be able to sell goods at certain figures. The fallacy of the theory lies in the fact that manufacturers employing children are in a large measure deceiving themselves with the idea that they are profiting by what is really a false economy.

Leaving aside the sociological feature entirely, and looking at it from a purely commercial standpoint, we find that the employment of adults, only, produces more work, and a better performance, which is so far in excess of the results of a child's work, that the very idea of greater profit by the child labor system in the average cigar factory or kindred branches of the trade sinks into insignificance.

And the flagrant exception to this rule is perhaps represented by the extensive machine using establishment, an illustration of which exists right in this city, where it seems to be almost forgotten that the increased use of machinery calls for even greater skill and adaptability. Here children of tender years are employed to do a multitude of things which had much better be left to people more mature in body and mind.

Yet the State is spending a large amount of money each year for its Factory Inspection Department, for sociological betterment, and we seem to be hardly keeping the pace of improvement up to the standard pace in the rate of expenditure.

Certainly the demand for reform will not be allowed to drop, but an enforced postponement for two years is a severe hardship, because the burden of labor laid upon so many children becomes constantly more grievous.

Let us take consolation in the fact that some measure of relief can be looked for perhaps from national legislation. It is known that Senator Beveridge and others are favorable to a national child labor law.

El Draco Changes Managers.

A change has occurred at the local offices of the El Draco Cigar Manufacturing Co., at Second and Arch streets, by the election of B. J. Crandall as General Manager to succeed Jos. Comber, lately resigned.

When the change first became imminent it gave rise to many conflicting rumors on the street, but all without foundation of fact, with the possible exception that for business reasons and to more greatly facilitate the details at the main office in this city, the out of town factory, which was located at Quakertown, has been discontinued. Aside from that, however, no change of any kind has occurred, and we are officially informed that there is no further change contemplated nor anticipated.

The former salesmen are now all out and business is progressing with even greater celerity than heretofore.

Kemper Will Visit Amsterdam.

I. L. Kemper, of the well known leaf house of M. Kemper & Sons, Baltimore, has taken passage on a European steamer, and will sail from New York on May 28. Calculations are that this will enable him to reach Amsterdam, Holland, in time to attend the remaining three inscriptions of Sumatra tobacco at Amsterdam, which are scheduled to take place on June 7, 28 and July 5, respectively.

This firm has already secured a considerable quantity of new Sumatra tobacco, but finding an active demand among manufacturers and others, it has been decided to attend the closing spring inscriptions for the purpose of making such additional selections as their growing business requires.

H. Duys & Co.'s Activity.

That H. Duys & Co. anticipated a thoroughly active year in Sumatra is evidenced by the fact that they have already secured over 3,000 bales of the new goods, and all of a class of leaf most suitable for their American trade, which covers nearly all of the United States and Canada.

At the last inscription, held at Amsterdam on May 11, they added to an already large holding about 500 bales of Deli My | P. B., 225 bales of Deli My | E. and 200 bales of various other marks, making a total of over 900 bales.

Philadelphia Tobacco Trade

The marked improvement in the weather during the past week has brought about a decidedly more wholesome condition in retail trade circles.

It was the first really moderate weather that we have had and its beneficent effect was at once apparent and felt. The cash register told the tale.

Retailers, however, are inclined to lament the fact that the interval of spring-like weather may necessarily be of only a short duration. Extremely warm weather is not the most desirable, nor the most beneficial, for the retail trade, and as that time of the year is already rapidly approaching it is altogether probable that we shall have only a comparatively short period of spring weather and the usual good spring business.

However, everyone is glad of the change, and energetic tradesmen are prepared to take full advantage of it, and not waste time wondering what is yet to come.

Manufacturing establishments are all pretty busy at this time, and a few are somewhat rushed.

The fact that not a few of our factories are wanting hands is indicative of fairly good times among them so far as orders are concerned.

Some complaint is heard in the leaf trade, while others say that during the past week much improvement has developed.

George W. Ott, cigar manufacturer of South Bethlehem, accompanied by Mrs. Ott, arrived in the city on Saturday. Mrs. Ott came here to be treated for a disease of the eye and is at present at Wills' Eye Hospital, where she expects to remain for a week or two. Mr. Ott remained over Sunday.

On the 15th inst. Arthur Hagen & Co. manufacturers' distributing agents, issued a circular as follows to the trade:

To Our Customers—

From this date until June 15, 1907, we offer a special discount of seven (7) cents per pound on Pure Grape tobacco when purchases are covered pound for pound by any other brands (except Farmers Union and Union Standard) made by Nall & Williams Tobacco Co., Inc., Louisville, Ky.

When not covered as above, a special discount of three (3) cents will be given on Pure Grape during the period specified.

Farmers Union and Union Standard are not included in this deal.

We hand you herewith a Descriptive Price List and would call your attention especially to

Dixie Kid Plug Cut and Wild Boar Sliced Cut, which are for a limited time, being sold with a gratis of one pound in ten pounds.

The Pipe Time Long Cut is of superior quality for chewing and smoking.

Soliciting your valued orders, we remain, Very truly yours,
Arthur Hagen & Co.

Mr. Hilbronner, of Hilbronner & Jacobs, cigar manufacturers at 327 North Eighth street, has left on a trip for the West and will not return before the middle of July. Business is good with them and the factory is working up to its full capacity.

"Professor" Max Herzog, representing P. Dennerlein & Sons, leaf dealers of New York, made one of his periodical visits to this market on Monday, remaining the balance of the week.

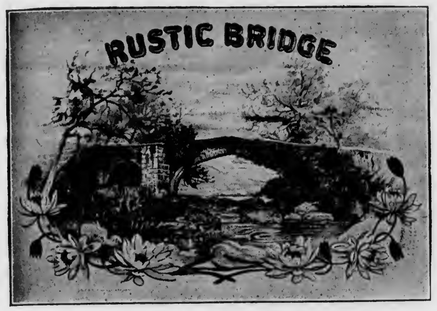
J. A. Eberts & Co., distributors, with branches in Bethlehem, Reading, Easton, Bangor, Scranton and Allentown, have placed a contract with I. Stiefel & Co., of 235 North Eighth street, (factory at Souderton, Pa.) for one million Valley Green five cent cigars. These goods appear to be gaining a strong foothold through the State. The Wilson londres, another five cent product of the Stiefel factory, is also a winner and commands a fine local trade. The Sir Henry Morgan, in the clear Havana line, is the seller in high priced goods. I was informed that the firm expect very shortly to open a factory in Philadelphia in addition to their present one. Business in the retail store is reported good while sales in the wholesale department are above the average, with fine prospects for a good summer trade.

W. C. Becker conducts a well appointed store at 925 Girard avenue. His leading five centers, the Havana Perfectos and Tabernero, enjoy a good local trade. His William Keith, a ten cent Havana filler, in many sizes, also commands a good sale. In the cigarette line such goods as Arabs, Naturals and Pall Mall have the run, while the United States Tobacco Co.'s products are the sellers in the tobacco line. Mr. Becker caters to a first-class trade and has built up a large following. His Tabernero 5 cent cigar is largely sold by retail dealers in this city and vicinity.

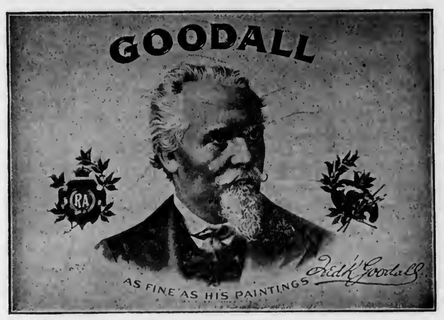
H. J. Fleischhauer, lithographer of cigar labels, at 238 Arch street, is sending the trade some pretty samples of his work. He is rather busy but manages to deliver his orders when promised.

(Continued on p. 16)

W. A. LAHR



Wholesale Cigar Manufacturer



Red Lion, Penna.

Get our prices, and make a fair comparison with those of other factories.

Correspondence invited with the Wholesale and Jobbing Trade.
Samples Free to Responsible Houses.

ERNEST ELLINGER & CO.

Importers of HAVANA TOBACCO

Office: No. 161 Water Street New York

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.

NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.

Importers and Packers of *Leaf Tobacco*

Telephone: 346 John 150 Water St., NEW YORK

Starr Brothers

IMPORTERS and PACKERS of LEAF TOBACCO

131 Water Street

Established 1888 NEW YORK Telephone: 4027 John

M. F. SCHNEIDER

IMPORTER OF

Sumatra Tobacco

2 Burling Slip, NEW YORK

NES, CORNER KUIPERSTEEG, AMSTERDAM, HOLLAND

Telephone: 377 JOHN

Joseph Hirsch & Son

IMPORTERS OF

SUMATRA TOBACCO

O. Z. VOORBURGWAL 227 Amsterdam, Holland.

OFFICE: 183 Water St.

Cable Address: "HERE." NEW YORK

JOSEPH HOLZMAN

SUMATRA, HAVANA and SEED LEAF Tobacco

185 Water St., New York

JOHN W. MERRIAM & CO.

"At the Sign of the Bull Dog," New York

Real Habana Segar Makers and Importers

Habana Scraps and Cuttings for Sale

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World

New York, May 21.

The quietness in the leaf market still continues, with little prospect of activity for some time to come. The sales here and there reported by some of the leaf firms, of from five to ten cases, are to manufacturing houses who usually purchase in large lots, but who appear now to be holding off until the new crop is marketed, with a small possibility of procuring same at a more advantageous figure. However, Havana and Sumatra are moving briskly with a number of sales reported of the latter. Prices of course are high, but manufacturers are needing the goods.

• • •

In the cigar manufacturing line many of our factories are working full time. While a few of them experienced a shortage in help, particularly in the stripping department, very little inconvenience has been caused so far and all appear to be making prompt shipments. Clear Havana goods still have the call.

• • •

The retail cigar trade in the city showed an improvement over the previous week. Warm weather has started in and retailers are looking for a good box trade. The opening of the new United store on the famous piece of ground at No. 1 Wall street has caused considerable comment among the independents. It is quite an expensive location and it remains to be seen whether the chain store company can make it a successful stand. Double coupons were given out on the opening day with the usual souvenir match box. A large crowd was on hand, which necessitated the call for a few police to keep order. In fact the United have a small police force of their own which comes in handy on such occasions.

• • •

Max Gans, of M. Gans & Son, after quite a stay in Porto Rico, has returned to New York in the best of health.

• • •

Adler & Sukovice, the leaf dealers of Pearl street, report a good steady trade. While a goodly proportion of their desirable leaf has been disposed of they still hold a fair supply of the raw material at reasonable figures.

• • •

A. N. Barson & Co. are making quite a success with their Blue Nile Turkish cigarette. It is a neat appearing, attractive package, and contains only the genuine Turkish leaf. Mr. Barson informed me that the public appreciates a good article and that the jobbers at present handling the same are finding it a ready seller.

• • •

Royal Picadura, the Havana clipping from the factory of the Royal Tobacco Company, 204 Pearl street, is enjoying a good run in the city.

• • •

The Petite Cigar Manufacturing Company in their new quarters are finding trade up to the average. The Waldoria, Waldoria Petit Ducs and Waldorf Juniors are gaining in popularity every day, and the company finds it hard to make shipments on time.

• • •

In an announcement in this issue, Hamburger Bros. & Co., the Havana importers at 228 Pearl street, advise the purchase of old tobaccos. The new Remedios crop, according to advices received from Havana, will be a very small one, and consequently high priced, and the same will not be ready to be used for a year at least. Messrs. Hamburger Bros. & Co. will submit samples upon request of any grade of leaf in the Havana line.

Sol. Hamburger, of this firm, has been in Cuba for the past two weeks, investigating crop conditions and will return to New York this week. Notwithstanding present conditions, the house has secured considerable tobacco and is now putting up a good sized packing.

• • •

"Snap No. 2" circular from Louis P. Sutter & Bros. is now going the rounds. It is a neatly gotten up affair and offers many bargains in the leaf line.

• • •

Victor Thorsch, representing the cigar manufacturing firm of T. J. Dunn & Co., manufacturers of the Pete Dailey and Bachelor cigars, is at present in the West plying his trade. He has opened up a number of new accounts on this trip besides his regular following. Business from other sections of the country is reported from the factory as being excellent.

• • •

Don Carlos M. Wintzer, representing "The Tobacco World" at the Cuban capital but who was sojourning in the "States" for a couple of weeks, sailed on Saturday last for Havana.

• • •

Avelino Pazos, of the Havana house of A. Pazos & Co., arrived in town this week.

• • •

William Bader, the Havana importer on Burling Slip, reports the wholesale business fair while the retail end is keeping up to the average. Mr. Bader expects to go to Havana within the next eight weeks.

• • •

A. Van der Poorten & Son, leaf dealers, appear to be running up to their usual amount of business. Their retail store at 116th street and Second avenue, which is a long established place, has built up a fine trade, while the wholesale department on Pearl street is increasing its business. A. Freund is at present up the State, showing a full line of domestic and imported goods.

• • •

Victor V. Kohn and Walter J. Ruthenburg have formed a partnership under the firm name of Kohn & Ruthenburg, to deal in leaf tobacco, and have opened an office at 136 Water street.

Rutherford Clear Havana Cigars are sold by successful dealers. There is a Reason.

For Genuine Sawed Cedar Cigar Boxes, go to Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880

Mr. Ruthenburg was formerly a member of the firm of Kohlberg Bros. & Ruthenburg.

• • •

John W. Merriam, manufacturer of the Bull Dog cigar, with a factory at the corner of Water street and Maiden Lane, has packed his grip and is now in the West preaching the gospel of the "goods that sell," which are manufactured under the "old style process," consisting of light, airy work-rooms, skilled mechanics and high grade Havana tobacco.

• • •

I. Westheimer, the tobacco jobber, has moved into his new store at 439 Third avenue. Last June the old building which was on the same plot of ground was torn down and Mr. Westheimer moved a block below He has now returned to the old spot and is ready for business.

• • •

Bernard Raap, formerly a member of the cigar importing firm of B. Raap & Co., has filed a petition in bankruptcy, with liabilities of $3,100 and no assets.

• • •

A recent incorporation was the Colonial Development Corporation, to conduct cigar stores. Capital, $100,000. Incorporators: W. H. Grace, Flatbush; G. J. Dickinson, Grantwood, and M. B. Thayer, White Plains.

The Spanish Benevolent Society, La Nacional, will hold their grand summer night's festival on Saturday evening, June 8, at Sulzer's Harlem River Park. Many of our well known cigar and leaf men are members of the society, and the affairs held in the past have always proven successful, both socially and financially. A large attendance is expected

OUR BOSTON LETTER.

(Concluded from p. 11)

"Central Union" fame is gaining much headway here. The wholesalers are pleased with the manner in which this tobacco is duplicating.

D. B. Bendheim, of the Metropolitan Tobacco Co., reached the Hub last night. He will remain here the greater part of next week.

Baker Bros. have remodeled their new store after the United style. They expect to move in completely next week.

Col. Mayhew, with the A. T. Co., is here calling on his many friends and acquaintances.

Sig. Baum (Turco American Tob. Co., New York), was here this week showing the new cork tipped Omega cigarette. Mr. Baum, as usual, booked some large sized orders for both the Omega and Kef cigarettes.

L. Shapiro, the new White Rolls cigarette salesman, has been working Lowell, Brockton and a number of nearby cities this week and reports having done a very satisfactory business.

Rosenthal Bros., the Hanover street wholesalers, have just laid in a supply of the Flor de Franklin cigar in Londres and Concha Perfecto styles. Bieringer Bros. Co. are the Boston distributors, and all the leading subjobbers here have begun to work on this brand which seems to duplicate wherever placed, and it is expected that in a short time these goods will cut a big figure in cigar circles.

Sameryian, Barooshian & Co. is the name of a new jobbing firm in the cigar, tobacco and confectionery line, with headquarters at 512 Shawmut avenue.

P. R. Moore and L. Trott, representing the Wells-Whitehead Co., of Wilson, N. C., are here working the Hub on the Wilson Straight Cut, a 5 cent Virginia filler cigarette. Coupons are packed in each package and redeemable at 50 cents per hundred.

James Burns, the Eastern representative of the Globe Tobacco Co., Detroit, Mich., was calling on the jobbing trade this week. Nervy Navy plug chewing tobacco is their best seller here.

E. Kleiner, of E. Kleiner & Co., New York, cigar manufacturers, spent several days in town this week. He reports having done a good business. Rosenthal Bros. have the sale of his Lord Macauley seed and Havana goods. Mr. Kleiner says his factory is behind in filling orders, and that his concern at present is receiving plenty of orders from the Southern and Western trade.

D. J. Davidson, representing L. Friedman & Co., New York, importers of Sumatra and Havana tobaccos, spent a few days here calling on the leaf dealers and large local cigar factories, and reports having done a very satisfactory business in his brief stay.

A. F. Rico, the Havana importer, has returned from his trip to Cuba. On his way home he stopped off in New York to attend the Leaf Dealers' Convention held there last week.

M. Barnett, of M. Barnett & Co., has returned from a buying expedition to New York, where he made some very satisfactory purchases.

Levenson Bros., manufacturers of the popular 5 cent Boston Smoker, are at present over-sold many thousands, but they expect to put on a few additional cigarmakers so they can catch up with their orders. Ben Ali.

SPECIAL NOTICES.

(12½ cents per line, 8-point measure)

To Manufacturers of Cigars:

If you have any

Cuttings, Scraps or Siftings

to sell, write us.

We are at all times in the market as Cash Buyers of all these products.

EDWIN L. KOPPELMAN CO.
7-6-1h 81 Pine St., New York.

FOR SALE.—On account of other interests, manufacturer will sell his Stogie Manufacturing Business of $30,000 to $40,000 per year; established 20 years. Equipment, trade marks, labels, etc., offered in their entirety, or present proprietor will take entire output, and continue to market the goods. A good chance for an energetic business man. Address Success, care of The Tobacco World, Philadelphia. 4-17tf

FOR SALE OR RENT—A three-story and basement Factory Building, with steam heat, elevator and skylight; size 35 x 100 feet; suitable for almost any kind of manufacturing business—especially cigars. Located in a beautiful modern town of 1,800 population, 33 miles from Philadelphia; excellent railroad facilities, both steam and trolley. Address Box 16, care of The Tobacco World, Philadelphia. 5 8a

FOR SALE.—A small lot of tobacco, Pennsylvania, Connecticut, Zimmer, etc., and lot of molds, press, cuttings, scraps, etc., by manufacturers retiring. Address 2204 Market street, Philada.

WE PURCHASE Cigar Molds—undesirable shapes—such as No. 16,261, No. 8,832, No. 8,569. Write us, stating what you have and the quantity. Winget Mfg. Co., York, Pa. 12-12tf

FOR SALE.—36 Bunching Machines, 64 Cigar Tables, also 2 Stripping Machines. Will consider a fair offer. Address Box 21, care of The Tobacco World, Phila. 4-3tf

A. COHN & CO.

IMPORTERS OF

Havana and Sumatra

PACKERS OF

Seed Leaf Tobacco

and

Growers of Georgia Sumatra

142 Water Street, New York

EDEN CIGAR FACTORY

of

BANCES & LOPEZ

HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

ENOS SMITH EDMUND H. SMITH

Hinsdale Smith & Co.

Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF **Tobacco**

125 Maiden Lane

ESTABLISHED 1840 NEW YORK CABLE: "NARGIL".

We believe in Honesty, Good Workmanship,
at fair prices to all. Correspondence Solicited

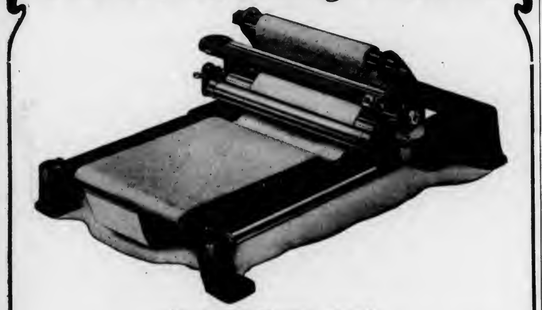
THE OLD HONESTY CIGAR BOX CO., C. W. Bucks, Gen. Mgr.
Rear 634 Washington Street, Reading, Pa.

The Miami Valley Leaf Tobacco Co.
ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN
Packers of Cigar Leaf Tobacco
1903-4-5 Zimmer Spanish, 1905 Gebhardt, 1905 Dutch, 1905 Connecticut, etc.

FARNHAM & REYNOLDS
Home Office: ADDISON, N. Y.
Packers of Finest Big Flats and Onondaga
Cigar Leaf Tobacco
Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn.
CONNECTICUT HAVANA SEED

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

Perfect Bunching Machine



SIZE, 16 BY 10 INCHES---WEIGHT, 18 POUNDS

Dear Sir:—You may have used Bunching Machines, and they may not have been satisfactory. Neither were the first mowing machines, or the first sewing machines; but could the farmer today get along without a mowing machine, or your wife get along without a sewing machine? They are both **Simply Perfect**, and do all that is asked of them.

That is the story of our Bunching Machine; it is simply perfect, and we call it the PERFECT BUNCHING MACHINE, and it does everything that is asked of it.

Now, if this little machine is all we say it is (and we are prepared to prove it), and will help you to make more money than you are now making, help you to increase your output and effect a saving in cost of production, you surely, as a business man, should be willing to let us tell you more about it.

Will you write us? Or, call at our factory, **No. 132 South Sixth Street, Philadelphia**, any day, and see this machine in practical operation.

Yours respectfully,
The **PERFECT BUNCHING MACHINE CO.**

We Make The Best **Peach & Prune Essences** In the Market
ACME EXTRACT & CHEMICAL WORKS
E. G. Eckert, Proprietor — Hanover, Pa.

The Orator ten cent clear Havana and the Rutledge five cent Sumatra wrapper cigar, from the factory of H. M. Henzel, 837 North Orianna street, are at present having a good run and the factory is working full time. The goods have been on the market many years and are increasing their sales steadily.

Mr. Blumenthal, of Jeitles & Blumenthal, manufacturers of the well known Masterpiece five cent cigar, who is at present in the West booking orders on their popular line, is expected back by June 1. Business is reported good, and their product is duplicating nicely.

A. Pareira, of D. Pareira & Co., leaf dealers, was up the State this week and managed to put through some fair sized orders.

M. C. Miller, leaf dealer, of Hartford, Conn., was here this week and showing a fair sized line of Connecticut tobacco.

Chris. Nolte, of the leaf firm of A. H. Hershey & Co., Lancaster, Pa., was one of our visitors the early part of the week.

Morris Louis, formerly a member of the leaf firm of M. Louis & Co., of North Third street, died Sunday after an illness of over two months. Mr. Louis was sixty-two years of age. Funeral services were held from his late residence, 3729 North Carlisle street, on the 21st inst. Interment was in Mt. Sinai cemetery.

A special committee of the Philadelphia Leaf Tobacco Board of Trade, appointed by President Rosenberg, had suitable resolutions prepared and forwarded to the family.

J. Greenwald, representing G. Falk & Bro., New York leaf house, left the city on Monday for a trip up the State, with a complete line of seed, Sumatra and Havana samples.

L. P. Kimmig & Co., leaf dealers, 153 North Third street, have just received some of their packing of new Connecticut leaf. The goods show up fine and will undoubtedly meet a ready sale.

B. Labe & Sons are receiving this week, per steamship Soestdyk, 154 bales Sumatra tobacco. This ship comes direct to the port of Philadephia.

Adolf Loeb, of K. Straus & Co., is expected home this week from Amsterdam, having secured a goodly supply of new leaf for his house.

Leopold Loeb, of the Loeb-Nunez Havana Co., is expecting to leave this week for Havana, to investigate conditions on the island. The house has so far secured considerable quantities of the new tobacco but has not yet received it at their warehouses.

The steamer Soestdyk, which is due here this week, will have on board a considerable quantity of new Sumatra for Leopold Loeb & Co., of this city.

Geo. W. Bremer, Jr., of Bremer Bros., was confined to his home for several days this week, suffering from a heavy cold.

George Burghard, one of our best known Third street houses, has had a rather busy week so far. Local sales were quite good, and some fine batches of orders were also received from A. M. Lake, who is now on the road.

PHILADELPHIA LEAF MARKET

The leaf market has during the past week been again devoid of anything unusually interesting, so far as sales of seed leaf is concerned. There appears to be a steady gradual buying of such goods as are most needed for immediate use only, and in no greater quantity than actual necessity would seem to suggest. There is little distinction in the variety of leaf most wanted, except that Connecticut tobaccos have perhaps been in the lead during the past week so far as volume of sales in the market is concerned. One transaction of a two hundred case lot has been reported, and additional deals are said to be under consideration.

Sumatra can be characterized as fairly active, with a good steady demand for both new and old goods. Philadelphia as a Sumatra market appears to be gaining very rapidly in the volume of business done.

Havana has been selling more freely, but inasmuch as stocks are not so plentiful, and prospects are that new goods will be coming in very late this year, prices are strictly firm, but without perceptible increase.

EDGERTON, WIS.

With improved weather conditions the prospects of the new crop are correspondingly advanced. Conflicting reports reach us regarding the plant beds, however, some growers claiming they have an abundance of plants and forward enough for the usual planting season, while the more general complaint is that beds are slow and backward. Some damage, too, is reported from the late heavy freezes. As soon as the corn planting is out of the way growers will turn their attention to preparing their tobacco fields, but warm growing weather must prevail if the transplanting season is not delayed beyond the usual time.

A few straggling lots of the '06 crop are being marketed at cheap figures, and thus the work of warehouse handling prolonged but generally speaking the packing season is closed.

H. T. Sweeney has disposed of a portion of his 1905 packing during the week which comprises the only movement of old goods coming to notice. The market for cured leaf both at home and the Eastern centers continues dull. Unless something develops to improve the prospects of the coming crop soon, packers are confidently looking for an early demand for their holdings.

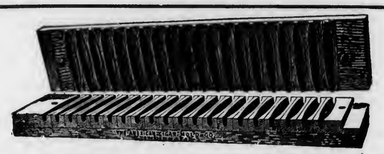
Shipments, 700 cases.—Reporter.

Rutherford, Constitution, Hunter—a strong trio.
El Draco Cigar Mfg. Co., Philada.

CIGAR RIBBONS
Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain
Largest Assortment of Plain and Fancy Ribbons
Write for Sample Card and Price List to Department W
WM. WICKE RIBBON CO.
36 East Twenty-Second St., NEW YORK

MARCUS JASKULEK
Packer and Dealer in
Leaf Tobacco
Nos. 812, 814, 816 East Third Street
Dayton, Ohio.

Joe Endress, Jr. — A. C. Kercher
Pioneer Leaf Tobacco Co.
Germantown, Ohio
Packers of CIGAR LEAF TOBACCO



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Capacity, Twenty Thousand per Day

OUR LANCASTER LETTER.

(Concluded fom page 7.)

been spending a week at the factory headquarters here, and in company with John F. Hare, of the firm, visited Philadelphia and vicinity, where a selling agency has been established in charge of N. T. Weser.

Stanley M. Krohn, of the Miami Valley Leaf Tobcaco Co., Dayton, O., left for his home on Wednesday last, having spent a week in Lancaster, after returning from the convention of leaf men held in New York during the previous week.

J. Freyer, of Freyer Bros. & Co., New York leaf tobacco dealers, has been the rounds of the trade here during the past week, and is reported to have booked some very substantial orders for leaf tobacco.

Charles Horwitz, with John H. Goetze & Co,. of New York, was also among the late visitors here, showing a line of Sumatra and Florida tobaccos.

I. Latzar, with E. Hecht & Co., of Chicago, was also among our trade visitors. "Izzy" is always among the welcome visitors here, and usually gets a full share of business. From what they say, he has no cause to complain this time either.

Chris Nolte, of A. H. Hershey & Co., has been in Philauelphia for a couple of days, placing some of their packing of 1905 leaf tobacco.

A. West Chester, Pa., newspaper says: "There will probably be a larger acreage of tobacco planted in Chester county this year than for several years. The good prices realized by growers last year have been an incentive to the farmers to try its culture again. For several years tobacco prices were low, but the enormous demand for tobacco has had a beneficial effect. It is said several old tobacco growers in the Bradfords and Marlboros will plant this year again."

The cigar factory lately opened at Millersville by J. W. Brenneman is doing some very good work on the Our Principal brand of nickel cigar.

The Federation of Churches of this city for some time has been considering the question of the violation of the Sunday laws by local tradesmen. At a recent meeting counsel was employed, who, in co-operation with the Law and Order Committee of the Federation will now take up the matter.

For the present the Law and Order Committee will confine its attention to those who on Sundays sell cigars or tobacco, cakes or candy, soda water or soft drinks; to those who conduct ice cream parlors or saloons; to barbers who do business on Sunday; to butchers who sell or deliver meat between nine o'clock in the forenoon and five o'clock in the afternoon on Sundays; to confectioners who deliver ice cream to hotels and private families between nine o'clock in the forenoon and five o'clock in the afternoon.

On and after June 1, 1907, evidence will be gathered and prosecutions entered against violators.

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TOBACCO BREEDING.

(Continued from last week)

The production of improved breeds of live stock and varieties of fruits and cereals, in fact, of all crops, might be cited to prove the importance of applying the principles of breeding to the tobacco crop. It is only recently that systematic breeding experiments have been undertaken. It is hoped that the results of the experiments cited in this bulletin will serve as a means of creating general interest in this subject and of inducing investigators, breeders, and growers to turn their attention to the further improvement of their crops.

Tobacco growers in the sections where these experiments have been carried on have generally adopted the improved methods of bagging carefully selected seed plants and of separating the seed, and they are using the improved varieties of tobacco produced in the course of these investigations. In most of these districts certain men have become interested in the careful and systematic breeding of tobacco.

The Great Variability of Tobacco Plants

Under the intensive system of cultivation necessary for the production of profitable crops of tobacco, the condition of the soil, the fertilization, and the cultivation are fairly uniform so far as the individual fields are concerned. In those tobacco growing sections where the best grades are produced it is a common practice to grow tobacco year after year on the same field without rotation, instances being known where more than fifty consecutive crops have been produced on the same field. This system of cropping enables the growers to become thoroughly familiar with the character of the soil in all sections of the fields, so that any inequality in fertility can be remedied by the judicious application of manures or commercial fertilizers, or by methods of cultivation. Notwithstanding these favorable circumstances for the production of uniform plants, a careful study of the plants in these fields reveals a great lack of uniformity as regards all characters. This lack of uniformity is particularly noticeable with respect to the variation in number, size, venation, shape and habit of growth of the leaves borne by individual plants, the time of ripening of the leaves on the same plant and on different plants, the number and size of the suckers and the structure and arrangement of the flowers and flower heads. From the practical standpoint, there is no more important problem in tobacco culture than the production of uniform crops. A lack of uniformity in the crop not only results in a low yield, as a whole, and more especially of the best and most profitable grades of the cured and fermented product, but also increases the cost of sorting out the different types of leaves into their respective grades for market, the expense of which must be borne directly or indirectly by the grower.

The principal cause of the lack of uniformity in tobacco is cross-fertilization. In tobacco, as in all other crops, seed resulting from cross-fertilization produces many plants unlike either parent. Therefore such seed is undesirable for the general planting of a crop where uniformity is so important a factor. Where the tobacco seed plants are grown without protection from cross-fertilization some of the flowers are cross-fertilized by insects or other agencies. Desirable plants may thus be crossed with undesirable plants in the same field or in adjoining fields, and the plants grown from the seed thus produced are usually extremely variable, some of them resembling the desirable plants from which the seed was harvested, others resembling the inferior plants from which the pollen was carried for crossing while the remainder are of an intermediate type, unsuited to the purpose for which the crop is grown, and therefore causing a loss to the grower. The writers have observed numberless cases in different tobacco growing sections where several distinct and worthless new types appeared in the fields, the plants of which were grown from carefully selected seed. These undesirable types could only be accounted for by the accidental crossing of the seed plants the year preceding or at some previous time. The crossing of individual plants of the same strain, even if both are desirable plants, results in undesirable variations, many of which are apparently reversions to earlier and unimproved types of tobacco.

In those varieties of tobacco in which the buds are removed long before the flowers open on all of the plants except those saved for seed production, or where early topping is practiced, the opportunity for the crossing of the flowers borne by seed plants with other plants in the same field is almost wholly limited to the seed plants. However, it frequently occurs that late or diseased plants, or possibly sucker branches that have been overlooked, develop flowers at just the right time to allow insects to carry the pollen from these flowers to the seed plants and thus effect cross-fertilization. There is little doubt that many of the plants of irregular and unusual types are produced as a result of this kind of cross-fertilization.

An important cause of variation is the use of immature seed. Many growers cut off or harvest the seed heads before all the seed pods have turned brown; hence, before maturity. The writers have observed hundreds of instances where the seed plants have been cut off while the flowers were still in bloom. On such seed heads seed pods in all stages of maturity can be found. Some of the pods are fully ripe and contain mature seed, while others have not fully developed. Much of the seed is immature and contains little food for the nourishment of the plantlet. These seed heads are frequently thrashed out with a flail or the

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pods are crushed with the hand in order to shell out the seed. In this way the immature seed is mixed with the ripe seed sown in the seed beds. In the seed beds the immature seed frequently sprouts earlier than the mature seed, and the early seedlings grown from such seed are naturally used for transplanting in the field. Such plants have a great tendency to vary, in some cases being very early, and as a rule having leaves that are small, coarse, and wholly undesirable for any purpose. These weak, immature tobacco seeds, according to careful and extensive observations by the writers, produce plants which are more subject to certain diseases, particularly the mosaic disease, than are plants grown from the mature seed.

The excess of plant food in the soil where heavy applications of barnyard manure and commercial fertilizers are used is usually thought to produce variations in the plants. This variation is usually shown by an increase in the size of the leaves, which is generally correlated with changes in color, flavor and other characters. In these cases there is usually a tendency for the type of plant to break up, so that the uniformity of the crop is disturbed. Where it is necessary to use large quantities of fertilizers in the growing of a profitable crop, the inclination to variation induced by this intensive system of cultivation must be controlled by the most rigid selection of seed from the type of plants best adapted for the purpose for which the tobacco is grown.

The change of soil and climatic conditions, particularly the taking of tobacco seed from Southern or Tropical conditions to the North, is a fertile source of variations in tobacco. The fixation of a uniform type in this case requires several years of acclimatization, supplemented by selection of seed from the desirable plants.

In the production of improved varieties of tobacco by breeding, variation in type can be secured by crossing, and by continued saving of self-fertilized seeds from plants most nearly reaching the growers' ideal of perfect plants uniform types can be fixed. Growers will frequently find plants that are markedly better than the rest of the plants in the field, so that by selecting these desirable variations a steady improvement in the yield and quality of the crop can be effected. Variation, therefore, is a basis for selection in an experimental way, but in practice every effort must be put forth in order to secure uniformity of the plants in the fields and thus produce the most profitable crops.

The variation in tobacco plants may be divided into two general classes—variation in type and individual variability within the type. The causes of the variations in type, or striking variations, include crossing and change of soil and climatic conditions, particularly the change of seed from the tropics to temperate regions. The causes of individual variations within the type include the fortuitous variations or inherent tendency to variability, methods of soil fertilization and cultivation, maturity of seed, and various local conditions. With an understanding of these conditions the grower can to a great extent control the degree of variability by methods of saving seed, systems of cultivation, and other practical methods of culture.

The Introduction and Acclimatization of Varieties.

The introduction of the seed of standard foreign grown varieties of tobacco has been the source of increased wealth and prosperity in certain tobacco districts of the United States. In other regions such importations have resulted in great financial loss to the growers, which in most cases has been due to lack of knowledge of the effect of the change of soil and climatic conditions on the particular type of tobacco grown. The writers have had an unusual opportunity in the course of their work to observe the behavior of crops grown in different tobacco growing sections from imported seed and have conducted extensive experiments in taking seed from one district to another, with a view to securing definite information on this subject for the benefit of the growers. The results of these observations are presented here for the guidance of tobacco growers who desire to use foreign grown seed or who wish to change their seed.

The Western Florida and Southern Georgia Sumatra tobacco industry is an illustration of the successful introduction of a foreign grown variety of tobacco. Tobacco growers in this region secured small samples of the seed of the Sumatra variety of tobacco from the island of Sumatra. At first small experimental crops were grown and seed saved from the best plants in these crops. In the course of this experimental cultivation it was noticed that the plants grown under the partial shade of trees in freshly cleared fields produced finer and more desirable leaves for cigar wrappers than the plants grown in the open. This fact led to the erection of an artificial shade over the fields, made of slats laid on a suitable framework. This method of growing tobacco was introduced about 1896 by Mr. D. A. Shaw, of Quincy, Fla. Later, other growers used a coarse cheese cloth as a substitute for the slats. The shade method of growing tobacco in this region has developed rapidly, and at the present time several thousands of acres of tobacco are grown under either slat or cloth shade, and the industry has become established on a profitable and successful basis. During this time considerable attention has been paid to the production of a uniform type of tobacco adapted to the climatic and soil conditions of this section by the saving of seed from care-

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Always Uniform and Reliable

fully selected plants of the Sumatra variety.

When Sumatra seed was first introduced into Florida the variety broke up into a number of different types, some of which were desirable, while others were undesirable. By reason of the small crop grown from such seed, the loss to growers from the production of undesirable types of plants was not very great. The growers naturally saved for seed those plants which produced the most desirable types of tobacco, and as a result of continued selection of this kind a fairly uniform type of tobacco which was adapted to the local conditions in this section was secured. As the demand for this Florida grown Sumatra tobacco developed, resulting in increased acreages, seed was at hand which was thoroughly acclimatized for planting the larger area devoted to this crop. From time to time the tobacco planters in this region have obtained small quantities of seed from Sumatra, but in such cases this seed has been grown in a very limited way in very small fields until it has been acclimatized and uniform types have been secured by seed selection.

(Continued next week)

THE TOBACCO THRIPS

A New and Destructive Enemy of Shade-Grown Tobacco.

By W. A. Hooker, Special Field Agent, Bureau of Entomology, U. S. Dept. of Agriculture.

Introduction.

In accordance with the authorization of the Secretary of Agriculture and the instructions of Dr. L. O. Howard, the writer left Washington, D. C., April 14, 1905, to investigate certain injury to shade tobacco at Quincy, Fla. He arrived at Quincy, April 16, and spent the following two months in the work. Having reached what seemed to be a satisfactory result, he left there on June 16. June 27 was spent at Palestine, Tex., and June 28 and 29 at Nacogdoches, Tex., in examination of tobacco fields. At Quincy the writer was associated with Mr. W. W. Cobey, tobacco breeding expert to the Bureau of Plant Industry, from whom valuable advice and suggestions were received. The writer again visited Quincy in October, 1905, and spent two weeks in a further examination. A continuation of the work was planned for 1906, but could not be carried out, although a visit was made at Quincy in November, to determine the results obtained where remedial measures had been employed.

History.

The first report of thrips injuring tobacco in this country, so far as the writer is aware, was made by Dr. F. H. Chittenden in 1904, the species concerned being considered as Euthrips tritici Fitch. As will be seen from the following pages, additional material showed that the insect concerned is a new species, Euthrips nicotianae Hinds.

A Russian, Lindeman, first described scientifically in 1888, a species of thrips, Thrips tabaci, which he reported as doing great damage to tobacco in that country. While this same species is generally distributed in our own country, and although its list of food plants is large, it is not recorded as having attacked tobacco here.

Several communications were received at this Bureau during the summer of 1904, with inquiries concerning an injury to shade-grown tobacco in Florida. The insect causing this injury was variously described as "a little parasite," "a flea," "an unknown insect," etc. Not until the winter of 1904 could anything definite be learned. At that time a report was received from Mr. W. W. Cobey, tobacco breeding expert, of the Bureau of Plant Industry, describing the nature of the injury.

It seems that on tobacco grown in the South, and under shade, especially, insect enemies of the crop are found at their worst. Of the many insects with which the planter has had to deal in the past, the budworm, requiring two and three applications a week of arsenicals, has been far in the lead in the amount of damage done. It often happens, when a crop is introduced into a new locality, that insects previously unknown, finding in it a desirable food, leave their natural food plant, multiply rapidly through new and more favorable conditions, and thus become serious pests. This is what has happened to shade grown tobacco in the South. The suckfly (Dicyphus minimus Uhl.), which first appeared on tobacco in 1888, has made the raising of a second crop of shade grown tobacco in Florida unprofitable. The leaf miner or splitworm (Phthorimaea operculella Zell., formerly known as Gelechia solanella Boisd.) also has attacked and become injurious to tobacco. And now comes a new pest in this new tobacco thrips, which has threatened to surpass the destructive budworm in actual injury.

Injury by the tobacco thrips was first observed in 1902, on tobacco grown in the field on which the first shade was erected in 1896. Since that time the insect seems to have increased rapidly, until, during the summer of 1905, the thrips was found in all shade tobacco fields examined, and the opinion is expressed by several planters that, if allowed to continue its ravages, it is on a fair road to completely check the production of the shade crop.

The history of shade-grown tobacco in this country dates back to the year 1896, when one-fourth of an acre of slat shade was put up at Quincy, Fla. It was found that Sumatra wrapper tobacco grown in this way nearly, if not altogether, equals the quality of the imported article. So successful has been the raising of this tobacco that today over 3,000 acres are grown under shade in Florida and the adjoining counties of Georgia, while Texas has a smaller acreage.

Nature and Extent of Injury.

The injury occasioned by the tobacco thrips is known as "white vein," which, as the term indicates, is due to a white appearance of the veins. These veins show on the wrapper when manufactured into cigars. The injury is brought about by the removal of the sap by the adult thrips in feeding on the upper surface of the leaf. The thrips feed on the space between the veins as well as on the veins, but except on the veins themselves the indications of their feeding disappear in the fermentation process.

The work of the pest should not be confused with the so-called "white vein" that sometimes occurs in tobacco grown in the North and which seems to be due to a physiological disorder of the plant.

[As a result of the thrips's work, when the crop is affected to any extent, all the white vein tobacco must be sorted into a grade by itself and sold as such, the expense of grading being thereby largely increased. The value of the crop is also greatly reduced, as there is no demand for this grade at present. There seems to be quite a variation in the estimates of the depreciation of tobacco thus affected, one packer estimating the value as decreased from $1.50 to 30 cents, or a loss of $1.20 per pound, while another packer places the decrease at from $1 to 50 cents per pound. These seem to be maximum and minimum estimates.

For the year 1904 it is estimated that 20 per cent. of the crop grown under slat shade was damaged to such an extent by white veins that it was thrown into a grade by itself.

The injury for 1905 was decreased to a great extent by the heavy rainfall in the latter part of June and in July. In the crop of tobacco sprayed with emulsion there were practically no white veins to be found, and this was the case in 1906 Early tobacco was especially affected by white veins in 1905, the injury having taken place previous to the rains. One crop of tobacco is estimated by the planter as containing 33 per cent. of affected wrappers, practically one-half of which must necessarily be placed in a separate grade. Another crop is estimated as containing 20 per cent. of affected wrappers, 10 per cent. being placed in a separate grade. The amount of injury will vary from year to year, depending upon the period and amount of rainfall.

(Continued next week)

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Sworn Tobacco Brokers
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Office and Sample Rooms:
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Brokers to the Deli Maatschappy
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Lead Seals and Stencils
QUAKER CITY
STENCIL and STAMP WORKS
Incorporated
234 Arch St., Philadelphia

E. S. SECHRIST,
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Manufacturer of
Fine and Common Cigars
Established 1890
Capacity, 20,000 per Day

RUTHERFORD CLEAR HAVANA LEADER
from the factory of
El Draco Cigar Mfg. Co., Philada.

E. A. CÁLVES & CO. <C> HAVANA, 123 North Third Street
....IMPORTERS of PHILADELPHIA

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES. AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIES. First Quality, Long Filler, Hand Made

JOHN SLATER & CO.
MANUFACTURERS OF
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OUR OTHER BRANDS
NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.

Factory: LANCASTER, PA.

Porto Rico Cigar Co.
Red Lion, Pa.
WHOLESALE CIGAR MANUFACTURERS
Major Paul
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Arrow Point } 5c.
Tom Lewis—2 for 5c.
Wholesale and Jobbing Trade Only

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
Manufactured Only by
LEONARD WAGNER
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GEO. STEUERNAGLE
THE CELEBRATED

HAND-MADE STOGIES.
Manufacturer of
Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

Business Changes, Fires, Etc.

California.

San Francisco.—M. Kalnin, cigars, sold to Harry Johnson.

Connecticut.

Bridgeport.—Samuel Fogel, cigars, etc., files notice of sale.

Illinois.

Chicago.—E. E. Dayton, (2 E. 47th st.), cigars, chattel mortgage, $2,200. ——C. L. Tufford, tobacco, succeeded by J. J. McLouth.

Massachusetts.

Boston--Sheppy Rabinowich, cigars, tobacco, etc., chattel mortgage $1,888, discharged.

Orange.—M. H. Richcreek, cigars, sold out.

Springfield.—Albert B. Chamberlain, cigars, etc., sold out.

North Dakota.

Devils Lake—O. W. Rawson, cigars, deed, $2,800.

Ohio.

Dayton—J. W. Brubaker, cigars and tobacco, succeeded by D. E. Beeghly.

Fremont.—Ronsky & Werner, cigars, succeeded by Ronsky & Michael.

Pennsylvania.

Wilkes-Barre.—Alexander E. Cohen, wholesale and retail cigars and tobacco, petition in bankrutcy.

Washington.

Tacoma.—Ignazia & Baldi, cigars, confectionery, etc., sold to Mike Christian.

OLDEST MANUFACTURERS OF
PEACH and PRUNE ESSENCES
Also of the
World Renowned and Non-Evaporating
SPANISH BETUNS
Cigar and Tobacco Flavors, Sweeteners, etc.
Write for Free Samples and Particulars
Guaranteed to be the Strongest and Best
Established 1855
FRIES & BRO.
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WM STEINER, SONS & CO.
Lithographers.
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540-550 W. 58TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST. PREPAID
WRITE US BEFORE PLACING ORDERS
FOR PRIVATE LABELS, BANDS, ETC.

NEW ORLEANS. SAN FRANCISCO
CIGAR LABELS
American Lithographic Co.
NEW YORK.
CHICAGO. CINCINNATI.

A. KAUFFMAN & BRO.
CIGAR BOXES
YORK, PENN'A.

LABELS
Cigar Ribbons
Silk, Imitation
& Muslinola Ribbon
CORRESPONDENCE SOLICITED
KEYSTONE VARIETY WORKS HANOVER, PA.
ESTABLISHED 1890
GIVE US A TRIAL. WE WANT YOUR OPINION
Printed or Stamped in Gold or Silver
BANDS
STOCK CARDS

Established 1877 New Factory 1904
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Howard and Boundary Aves.
YORK, PA.
Steam Cigar Box Manufacturer
DEALER IN
CIGAR BOX LUMBER, LABELS, RIBBONS,
EDGINGS, BANDS, ETC.

Special Designs
Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
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Private Designs a Specialty
Metal Printed Labels

Weidman Bros. & Moyer
Manufacturers of
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Special Attention to GOLD LEAF EMBOSSING HIGH GRADE Work
Factories:
Womelsdorf, Pa., Sinking Spring, Pa.
Established 1891

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes and Shipping Cases
Dealers in
Labels, Ribbons, Edgings
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER Manufacturer of
Dealer in LUMBER LABELS EDGING ETC.
Cigar Boxes and Cases
R. F. D. No. 3
YORK, PENNA.

MINNICH BALING PRESS

Patented March 9, 1897
For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.
Specially Constructed
..PRESSES..
For Leaf Tobacco Packers
Warranted to do more and better work in a given time, with less labor than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.
MINNICH MACHINE WORKS
Landisville, Lancaster Co., Pa.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
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Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
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Consignments Solicited Advances Made
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CIGAR LABELS
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TELEPHONE 1561
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American Cigar Co. American Stogie Co.
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Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds
Are the CIGARS of the following Registered Brands
"Brilliant Star" Clear Havana . . 10c.
"S. B." Half Havana . . . . . 5c.
"S. B." Little Havanas . . . . . 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made 2 for 5c.
Special Brands Made to Order
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here We Will Save You Money

For Sale by All Dealers
VIRGINIA

PERIQUE
MIXTURE
The AMERICAN TOBACCO CO., NEW YORK

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THE TOBACCO WORLD

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Goods Sold in Original and Broken Packages

A large assortment of SUMATRA in less than bale lots to select from

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E. REGENSBURG & SONS

THE AMERICAN

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HAVANA CIGARS

NONE GENUINE UNLESS BEARING THIS BAND WITH OUR TRADE MARK IN COLORS

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BEWARE OF IMITATIONS.

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Constant Growth

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Constant Merit!

Cigars that hold the confidence of their smokers pay dealers best.

DIAMOND JOE CIGAR FACTORY brands stand pre-eminently in a class of their own.

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We have a Complete Stock of **Old Sumatras** A request for **Samples** will receive prompt attention

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Clean as the Food You Eat
Vesper CIGAR 5¢

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CHALLENGES COMPARISON
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Parmenter Wax-Lined Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
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THE TOBACCO WORLD

Vol. XXVII., No. 22 PHILADELPHIA, MAY 29, 1907 One Dollar the Year

Gloomy Outlook in Tennessee.

Clarksville, Tenn., May 24.

The Dark Tobacco Grow rs' Association met Monday in regular session. There was a large attendance of the growers and much enthusiasm was manifested. The district chairmen reported as follows:

District No. 1—Prospects for a full crop are gloomy. Not more than 50 per cent. of last crop will be planted on account of the scarcity of plants and labor.

District No. 16— No change in conditions. Worms are causing great destruction. Cut and army worms have made their appearance. No tobacco set out.

District No. 22—Half or two-thirds of crop will be planted.

Chairman Radford, of Christian county, made a short talk. He stated that the association was getting stronger all the time, and he believed in Christian county 85 per cent. of the crop would be pledged this year. In that county, he said, the growers received as a fair estimate $334,000 more last year for their tobacco than the year before the association was organized.

It was announced that the colored members of the association would hold a meeting in Clarksville next Saturday at the Court House.

Martin, Tenn., May 24.

"I will give $50 in cash for enough tobacco plants to set out ten acres of land," remarked Price Thomas, a well to do farmer, residing near Martin, and he meant every word he said. For several days he had men out hunting plants. This is a remarkably high price to pay for the weed, for in ordinary crop years, a plant bed, having enough plants on it to set out five acres of land, can be purchased for from $10 to $12. This shows the scarcity of the plants in the dark tobacco belt of Tennessee, and the acreage is going to be cut short, probably half. The plant beds have been injured by the ravages of the cut worm and the continued rains and cool weather.

Tobacco is bringing a higher price here than it has for some time, and if the scarcity of plants brings the acreage down to a half a crop, the price of the weed is expected to soar away up. Farmers are away behind with their planting and hopes were entertained that they would plant and plow this week. If no more rain falls within ten days, it will be ample time for the planting of the crops.

The grass is a total failure. The army worm and cut worm combined have totally destroyed this crop, and the farmers will have to depend on the corn and oat crops.

New Bethesda Enterprise.

Another new cigar manufacturing establishment has been organized at Bethesda, O., by L. H. Thrall, W. M. Craig, C. B. Clark and O. H. Rinehart. It will be known as the Home Cigar Company.

DEVELOPMENTS IN THE CIGARMAKERS' STRIKE SITUATION.

Albany, N. Y., Manufacturers Organize for Mutual Protection. Lock Out in Saginaw, Mich. Binghamton, N. Y., is Yet Restless.

None of the Contestants Seem Willing to Make Any Concession.

Albany, N. Y., May 25.

At a meeting of the cigarmakers' union last week it was unanimously decided to present a new bill to the manufacturers on May 27, said bill to take effect immediately. Under the agreement which they will demand there will be an increase of one dollar per thousand asked for on the general run of work in this city. The cigarmakers' scale is a sliding one, running from $7.00 to $16.00 per thousand. In this city there is a class of work done that runs about the same in all shops and the demanded increase will affect all manufacturers alike. The bill asked will be the same as the one in force in this city several years ago. At the time of the general depression in the business the cigarmakers reduced their price one dollar per thousand and have kept it at that rate until now. They are of the opinion that the time warrants a return to the old scale.

The indications of a strike are strong. The manufacturers recently organized and it was said at the time that the organization was for the purpose of meeting the demands which the men were expected to make and which materialized at last week's meeting. One of the largest manufacturers recently laid off twenty-five men.

Cigar manufacturers, however, have anticipated the present move of the cigarmakers and have formed an organiation for mutual protection and co-opertion, which will be known as the Union Cigar Manufacturers' Association, and of which W. N. Horton has been elected president and G. W. Van Slyke, secretary.

Saginaw, Mich., May 24.

Of Saginaw's 120 working cigarmakers about 75 were this week locked out by the employers. The trouble arises out of a new bill of prices for labor, that members of Cigarmakers' Union No. 130, of this city, some time ago presented to the employers, asking that it should go into effect on May 16.

The present bill of prices, the cigarmakers claim, will not increase the price of any job now being made in Saginaw, but instead provides for a change in the manner in which the cigars are made, which would enable the men to increase their output.

The shops closed this week include those of Joseph Ditz, Joseph Marks, F. H. Mertz, Willis Weeks, J. M. Roberts and the Wolverine Cigar Factory. The men in the Krieg and George Schultz factories remain at work, the concession having been granted, as is the case with the smaller shops in the city.

The manufacturers declare that under present conditions of prices and competition they cannot afford to grant the demands of the men, that to do so would be ruinous to their business, so small are the margins of profits now in competition with trust goods. They state that the demands are unjust and will not be granted, and that the men are making good wages under the present scale.

Binghamton, N. Y., May 25

The cigar making situation here is daily becoming more mixed up. Union men seem determined upon making a demand for an increase, but also seem unable to agree on the amount of increase which they shall demand. That matter has been left in the hands of National President Perkins, of Chicago.

May Close Butler Factory.

Lynchburg, Va , May 24.

The rumor that the factory of the Butler-Butler Company, on Lower Seventh street, had been sold to the American Tobacco Company has been confirmed at the offices of the company. At the time the deal was confirmed, General Manager Booker was engaged with officials of the American Tobacco Company in inspecting and going over the plant and it was impossible to see either General Manager Booker or the American Company's officials. The purchaser will operate the Seventh street factory here which gives employment to 300 or 400 men.

It is stated on pretty reliable authority that the plant will be eventually closed and the goods heretofore manufactured at this factory will be made at one of the numerous other factories of the trust. Economic reasons are said to have prompted a consideration of the practicability of such a step.

New Ashville, O., Plant.

Lancaster, O., May 24.

A cigar factory for Ashville is now assured, says the Ashville Home News. The amount of stock subscribed is $10,000, and will in all probability be sufficient for a beginning. Lancaster people hold $3,000 and Ashville $7,000. The heaviest subscribers are J. P. Rockey and E. E. Smith, each having $2,500.

The Ashville plant is really a reorganization of the one now located at Lancaster and which has been operated there for the past few years, but is changing its location owing to its not being able to secure help. From 50 to 100 people will be employed. The hall and balcony of the Messick building will be fitted up and it is expected to have the factory in operation by June 1.

—O'Donnell & Stevenson have succeeded to the cigar business of O'Donnell & Delury, Salt Lake City, Utah.

Michigan's Cigarette Bill Killed.

Lansing, Mich., May 25.

Dickinson's anti-cigarette bill went up in smoke, the House Committee of the Whole killing it at once and the House itself applying the axe after the committee had risen.

Representatives Murray and L'Esperance were principals in the axe wielding game.

Dickinson wanted the bill made a special order for Wednesday when it was reached on general order, but the enemies of the bill had the most votes and were not disposed to allow him any time.

Murray's speech was short and to the point.

"I move that when the committee rise, it recommend that all after the enacting clause be stricken out," he said.

Dickinson spoke in favor of his bill, telling of the Detroit lad who died last week because of the excessive use of cigarettes.

"I'd rather be called a crank," said he, "and feel that I was doing some good with my vote than go home and know that I had done anything to further such cases as this one."

L'Esperance called attention to the existing law providing that boys under 16 shall not be sold cigarettes, and pointed out that it was strong enough as it stands if boys only are aimed to be protected. L'Esperance avowed that he was against telling a "grown man" what he could or could not do.

The vote in committee on Murray's motion was 45 to 31. When the committee rose Dickinson called for a yea and nay vote on concurrence which resulted in the House concurring in the committee report, 43 to 31.

There was considerable talk of scandal connected with this bill, the story being that it was to be pushed through the House and killed in the Senate by wrongful means, though Representative Dickinson was not believed to be anything but absolutely sincere in his work for the bill. The big jobbers of the State turned in and exerted what influence they could to kill the bill in the House without the aid of graft. Many House members voted against the bill for this reason.

Equity Organization Perfected.

Factory Sites Selected for Organization. Plans Outlined for Handling Tobacco Crops.

Lexington, Ky., May 24.

Lexington, Louisville and Covington are to be selected as the sites for the factories to be operated by the American Society of Equity, provided the American Tobacco Company does not purchase the 1906 and 1907 tobacco crops that have been raised in the Burley districts. H. B. Sherman, general field organizer of the American Society of Equity, was here recently on his way to Carlisle. Sherman reports that the Society of Equity has eighteen organizers in the field, and

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J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia

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FLOR de D&T

DOHAN & TAITT

Importers of Havana and Sumatra

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125 North Third St., Philada.

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THE TOBACCO WORLD

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The preceding cut is a fac-simile, in its actual size, of the Precinta, or Warranty Stamp, which is used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that the Cigars, Cigarettes and Cut Tobacco packages which bear these stamps were made in Cuba.

Thus a copy of the Warranty Stamp, attached to any Box of Cigars and Cigarettes, or to any Package of Cut Tobacco, means that those Cigars, Cigarettes and Cut Tobacco have been made in Havana, Cuba, with the Genuine Tobacco Leaf grown on the Island of Cuba.

DON'T FORGET THIS, IMPORTERS, DISTRIBUTORS and RETAILERS.

THE COLORS OF THE PRECINTA:—Black with Pale Blue Ground; fac-simile of the Seal of the Presidency of the Republic, Sky Blue.

over 90,000 acres of the 1907 crops have been pooled. This acreage is nearly two-thirds of the entire Burley tobacco crop. He says that the society heartily endorses amalgamation with the American Federation of Labor, and he believes union men all over the country will endorse the movement.

The rumor is current here that the Louisville Tobacco Warehouse Company and the American Society of Equity are negotiating plans to pool all the tobacco on hand, which amounts to 150,000,000 pounds. The proposition is for the Equity representatives to purchase 51 per cent. of the capital stock in the Louisville Tobacco Warehouse Company and to fix the capital stock of the new company at $3,000,000. It is said that the Green River Association is also interested in the movement.

Another Fire at Dayton

$5,000 Damage to Becker Factory. Tobacco Market Rather Dull.

Dayton, O., May 24.

Lightning following a telephone wire caused a fire this week at the tobacco factory of Joseph I. Becker, in the rear of 429 East Fifth street, which entailed a loss to his stock of between $4,000 and $5,000 and to the building of about $400.

The lightning early one morning followed the wires into the building and set fire to a quantity of combustible material nearby. Before it was discovered it had gained such headway as to make it exceedingly hard for the firemen to extinguish the blaze.

It was finally conquered however, but not until Mr. Becker had suffered a loss of between $4,000 and $5,000, and after the building had been damaged to the extent of $400. The building was owned by A. C. Marshall. Mr. Becker carried about $1,500 insurance on his stock.

In reference to the tobacco market at the present time, farmers living in the vicinity of Dayton, state the tobacco buyers are working hard to gather in as much of the weed as they can find at very nominal price. In fact, many of the farmers state that they can get nothing like the price they expected, and have been forced to sell their tobacco for less than they received for trash some time ago.

A prominent farmer residing north of the city stated Saturday that a good many of the tobacco raisers had sold some part of their crop and had reserved part, believing that unusual high prices were soon to put in their appearance. The result was that the reserved portion of the crop has been left on the hands of the unwary raiser, and to rid himself of his tobacco he had been forced to sell at the buyer's price.

Doings at Benton Harbor.

Tampa Business Brought Here. New Company Organized.

Benton Harbor, Mich., May 25.

A. M. Price, of the cigar factory which bears his name, recently purchased the entire equipment of the La Compania Domingue cigar factory at Tampa, Florida, and has moved the same to this city. Included in the sale was the sole right to manufacture the LaFinola, the Abou Ben Adhem and the Royal Egypt cigars, which will be placed on the market by Mr. Price within thirty days. The M. A. Price Co. has received a flattering offer to remove their factory to Lapeer, Mich., but Mr. Price stated that Benton Harbor had been his home for so long and he liked the town so well that he had not decided whether he would accept the offer or not.

Articles of association were filed this week with the county clerk by the Up-to-Date Cigar Company, of this city, operating at 110 Water street.

The capital stock is placed at $2,000, half of which is already subscribed. Six hundred dollars has been paid in, $400 in cash and $200 in personal property. The shareholders are Frank Needham, Ashley Smith and William Ehrle.

Nashville Co. Incorporated.

Nashville, Tenn., May 24.

The Nashville Cigar Company, with a capital stock of $10,000, has made application at the Court House for a charter. The incorporators are: W. M. Woolwine, W. F. Renner, George A. Krebs, Norman Farrell, Jr., and William Luigart.

A Good Pair to Go On . . .

Two of Our Popular Five Cent Brands. Our Goods are Made of Best Selections, Made Carefully, and Made to Duplicate.

Wolf Brothers,

RED LION, PA.

INCREASE YOUR PROFIT!

Columbia Straight Will Do It.

We bought a large supply of Good Havana and Domestic Tobacco at the right time.——We are located where Good Workmen can be had at Fair Prices.

These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.

Fred Schlaeger & Co., Columbia, Pa.

Samples on application.

THE REALM OF THE RETAILERS

Timely Talks with Enterprising Dealers

The retail cigar trade throughout the United States seems to have been adversely affected by the long continued unseasonable weather. Now and then a day or two at most has been experienced which was really favorable to the retail business, but they have been greatly outnumbered by unpleasant if not inclement weather, and this is the principal cause of complaint among dealers.

The season has already progressed so far into the time for the approach of real summer weather, which usually brings with it a vacation exodus of smokers, that little of a real spring business can now be looked for.

Not only has it affected metropolitan stores, but all smaller cities, and such summer or other resorts as are open, have fared even worse. At summer resorts especially the average season is short, and this year will no doubt be unusually so, and loss of time in getting well under way during the beginning of the season is already keenly felt, and sometimes it is almost impossible to make up for it even with a rush during the height of the season.

* * *

A tobacconist, in Atlanta, Ga., displays on a card in his windows the statement:

"I can't afford any big advertising as I put my money in the goods."

Unless he places his money with better judgment than he uses in his publicity scheme the chances are that his customers could get better goods elsewhere at smaller cost.—Printers' Ink.

* * *

An enterprising Lancaster, Pa., retail cigar dealer and manufacturer has adopted an unique way of advertising one of his brands of cigars, by issuing a schedule of base ball games to be held in his town, on the back of a card on which is the cigar advertisement. The cards were extensively circulated at several of the early ball games and soon were eagerly sought for. They will no doubt be retained indefinitely, and perhaps throughout the season of 1907. It was a very successful advertising medium, and at trifling cost. Upon other occasions coupons were circulated which entitled the holder to a cigar of the same brand free, upon presentation at the dealer's store. The ball ground authorities gave permission for the cigar to be sold on the premises.

* * *

A Philadelphia haberdasher, whose store is located on one of the most prominent thoroughfares, has adopted a method of giving a cigar to each male customer who made a purchase of any article, from a collar to the most expensive suit of underwear that could be selected. He could perhaps have helped the scheme by displaying a sign to the effect that one could buy a collar at 10 cents, and get a cigar worth 5 cents.

PLANS MATURING FOR NATIONAL CONVENTION OF RETAILERS.

The Entire Country to be Represented by Delegates from Local Points. General Committees Already Appointed in Many Places.

Gathering Promises to be Golden Opportunity for Independents.

As time progresses dealers and the tobacco trade generally are taking active interest in the National Trade Convention to be held at Madison Square Garden on September 9 and 10.

In various sections dealers are forming local associations, to meet before the New York convention, for the purpose of electing delegates to attend the larger meeting.

This is an effective method of securing representation for a majority of the trade. Many dealers do not care to make the trip to New York because of the large expense entailed, but where delegates are sent, all will participate in the benefits of the National Convention.

The idea originally suggested by W. B. Turk, General Manager of the Tobacco Trades Exposition Co. under the auspices of which the proposed convention will be held at Madison Square Garden, in September next, has been commended by prominent members of he trade, and various trade papers.

In quite a number of intermediary points such local associations are already forming, for the purpose of ultimately appointing delegates to attend the convention in behalf of the local associations.

A general committee to assist in the work of the convention has also been appointed, particularly in towns outside of New York. This committee, to date, is as follows:

New York City.

W. E. Patte, of Patte, Underwood & Daboll.
G. E. Williams, 66 W. Broadway.
Joseph Jonas, 98 Nassau St.
W. W. St. John, 255 Fifth Ave.
I. N. Maaskoff, 48 Nassau St.
A. H. Hillman, 437 Pearl St.
M. J. Tableporter, 19 Astor Place.
Nathan Cohen, 1556 Third Ave.
Joseph Isaacs, 144 Sixth Ave.
I. Starr, 43 Exchange Place.

At Other Points.

J. Oliver Snyder, Hempstead, Md.
W. C. Lyon, manager of John T. Rees's Place, Greensboro, N. C.
George L. Weber, St. Louis, Mo.
D. Pearlman, Fordham, N. Y.
M. Diamond, Passaic, N. J.
Louis Mittler, Yonkers, N. Y.
Arthur Nash, Westerly, R. I.
Wm. J. Swannell, Red Bank, N. J.
M. Gold, Paterson, N. J.
Phil Schickler, Jr., Elgin, Ill.
Eugene A. Garlock, manager of cigar dept. of Sullivan & Slauson, Utica, N. Y.
E. N. Tuttle, Fulton, Mo.
Joseph E. Tuck, Philadelphia, Pa.
C. E. Ward, Elmsford, N. Y.
Charles V Wantz, Westminster, Md.
Jonas Wolf, Houston, Tex.
Daniel S. Bittinger, York, Pa.
S. B. Kempner, Buffalo, N. Y.
C. H. Brown, Philadelphia, Pa.
F. J. Rohleder, of Butler Grocery Co., Niagara Falls, N. Y.
F. W. Burk, Flushing, N. Y.
C. H. Buckley, Mt. Vernon, N. Y.
B. F. Cills, Philadelphia, Pa.
James I. Hassan, Philadelphia, Pa.
Alex. E. Cohen, Wilkes-Barre, Pa.
Robin Coytes, Coytesville, N. Y.
John Cyrus, New Rochelle, N. Y.
Will T. East, Knoxville, Tenn.
Charles H. Forman, Jersey City, N. J.
W. A. Hagemeyer, Olympia, Wash.
Gus. Henke, Hoboken, N. J.

It has been suggested, that where a dealer is in touch with a member of this committee, or where such member resides in a nearby town, that the interested dealers communicate with the member of the committee in that locality, and become members of the convention proper. Then the delegates who attend the New York meeting will represent the entire body of dealers in a town or locality. Those who send their names direct to W. B. Turk, 710 Flatiron Building, New York, will receive their certificates of membership at once.

Glancing through the preceding names, we find committee members in widely separated points. Were all of these towns to send delegates to the National Convention, there would be a far-reaching membership throughout the United States which would make an influential organization.

For example, New York is represented by many prominent independent dealers of the city; New Jersey has a number of committee members; in New York State, besides the Hudson River towns, there are Niagara Falls, Buffalo and Utica; Philadelphia has several, and in the South several towns are represented, among them Hempstead, Md., Greensboro, N. C., Houston, Tex., and St. Louis, Mo., also Fulton, Mo., while a member looms up in far distant Olympia, Wash.

The convention, as it stands today, will have a comprehensive representation throughout the United States; but it is desired that every independent in the trade will become a member, and assist in carrying out the work of the convention as it shall be outlined on September 9 and 10.

Making Customers Feel at Home.

The following suggestions catch the eye of passersby printed in good sized lettering on a sign board standing in front of a cigar store in a Western city:

All the comforts of home.
Come in and get a light.
Use my 'phone.
Look at the city directory.
Sit down and write a letter.
Leave your grips and bundles.
Get a cold drink of pure water.
Read the daily papers.
Buy postage stamps.
Do any old thing you want.

* * *

—The wise dealer will not buy stock which appears attractive, and lay it away upon shelves to be called for. He will endeavor to acquaint the public with the fact that he has the goods, and thus turn them into money.

Tid-Bits' Tobacco Symposium.

In all Lord Wolseley's campaigns he made it a rule, where possible, to allow each soldier one pound of tobacco a month, which he considered a fair allowance. In Italy the military authorities recognize the weed as one of the comforts essential to the troops, and cigars are served out to them with their daily rations.

In France there are 6,000,000 smokers, and of every fifteen there are eight who smoke pipes, five who smoke cigars, and only two who are cigarette smokers. Still the French consume more than 800,000,000 cigarettes a year, or enough to go around the world 500 times if placed end to end in a line.

In the total quantity of tobacco grown the United States rivals Cuba and the Philippine Islands combined, and British India is not very far behind the States.

It takes 6,500,000 acres to grow the world's tobacco.

Louisville, the Kentucky centre, though not so well known as Richmond, the Virginia centre, is the largest tobacco market in the world.

The best cigars manufactured come from Cuba, the tobacco for which is cultivated in the famous Vuelta de Abajo district, west of Havana. This favored spot is located on the banks of a river, the nature of the soil being such that in no other part of the world can leaves of such excellence be produced.

The most expensive cigars made cost about 30s. each.

The largest cigars come from the Philippine Islands, some of them being 18 inches in length.

Italy has the reputation of manufacturing some of the strongest smokes in the world.

A good cigar will burn slowly and equally, the weed that smoulders up one side is of inferior quality

The color of the ash is not an accurate guide, but if the ash displays a black "lip," a thin dark line around the edge nearest the mouth, it is proof positive of an indifferent cigar. The ash of a good cigar should also stand well.

If the leaf of a cigar has a greasy appearance or shows green blotches or is of a pale sickly yellow the wrapper is made of inferior tobacco; the wrapper is a certain criterion of the cigar's contents.

Many believe that the light spots marking some cigars are indicators of the predatory habits of an insect which attacks only a good leaf, but as a matter of fact these spots are due to the combined action of the sun and rain.

Laurence Oliphant, the celebrated author and traveler, is said to have introduced the cigarette into England, about the year 1844. They became quite common after the Crimean War, owing to their use by the Turkish officers.

In Tasmania no person under thirteen years of age is allowed to smoke in a public place. Nearly everybody smokes in Japan; the girls begin when they are ten years of age, the boys a year earlier.

E. A. CÁLVES & CO. ....IMPORTERS of C HAVANA, 123 North Third Street PHILADELPHIA

Gieske & Niemann, Packers & Dealers in Leaf Tobacco
No. 204 South Charles Street
Baltimore, Md.

The smoke from the bowl of one's pipe is blue, because coming direct from the redhot tobacco it is very highly oxidized; but the smoke from one's lips is gray, because it is highly watered and hydrocarbonized.

Great Britain spends on tobacco and pipes about £14,000,000 every year.

The Pied Bull Inn, at Islington, is said to have been the first house in England at which tobacco was smoked.

READING AND VICINITY.

Business Resuming Normal Condition in Reading. Trade Notes from Lebanon and Pottsville.

Reading, Pa., May 27.

Business interests of the city are recovering from the shock of the horrible disaster in California, and the tobacco trade is once more resuming its normal condition. Manufacturers are moderately busy, and very few idle hands are found in this section.

A premature strike broke out some days ago at the Stouchsburg factory of A. S. Valentine & Son, of Womelsdorf, when about a dozen hands left their benches, having been requested to make a certain shape of cigar to which they objected. Reilly Zerbe, the local manager, proved himself a man of diplomacy and succeeded in quickly restoring a good feeling again, and work was soon resumed.

The Standard Leaf Tobacco Co. will commence business operations in Lebanon on June 1, as successors to W. J. Swope, who has for some years past been in the tobacco jobbing business.

C. D. Long is manager of the Standard Leaf Tobacco Co., and offices have already been opened at 17 North Sixth street.

Herman C. Long, who for some years has been engaged in the cigar manufacturing business in Lebanon, will launch into the cigar business for himself and is now erecting a factory on North First street, between Mifflin and Guilford streets. Mr. Long had formerly been in the manufacturing business, but retired from business about a year ago, returning to his trade as cigarmaker.

John D. Long, another Lebanon manufacturer, has lately returned from a business trip to New York, Philadelphia and other points, on which he secured some good sized orders for his products, sufficient to keep his factory running full handed for some time.

Frank Rader, of Ibach & Rader, cigar manufacturers at Newmanstown, last week visited Philadelphia and took in the auction sale of the tobacco and other stocks of Newberger & Co., but returned without having made any material purchases.

POTTSVILLE.

Business in the cigar manufacturing line in this town seems to be improving, and all factories appear to have enough orders on file to make things interesting for some months to come.

The Mt. Carmel Cigar Manufacturing Company is working twenty-five hands, and there is no let up in the business coming in.

Charles Beasley, cigar manufacturer, divides his time between attending to his output and collecting the taxes of the town. He reports trade good so far this year, with bright prospects for a continuance of the same.

R. H. Schucker is looking around for a suitable site on which to erect an up-to-date factory building. His increased business has necessitated this move.

D. L. Weitzel, at the old stand, has no complaint to offer. His goods have gained a reputation and duplicate orders are coming in regularly.

Schoen Bros., who are the largest manufacturers here, have a very steady run, on all of their several brands.

IMPROVEMENT IN LANCASTER.

Increased Activity in Cigar Factories Reacts Favorably on the Leaf Trade. Farmers Miss an Opportunity.

Lancaster, Pa., May 27.

There is a slight improvement noticeable in the condition of the local leaf market. Not that sales of cased goods cut so much of a figure, but there seems to be an improvement in the manufacturing trade, and it has already had a good effect on the leaf trade. Even though sales made were of small lots, the tone of the market is different, and manufacturers have been buying a little more freely from local jobbing houses.

Packers declare that despite the continued slow movement of old goods their holdings are gradually diminishing, and that their stock is not nearly so large as some seem to think. Manufacturers, they say, will probably not fully realize this fact until things generally brisk up with them and they begin to feel the necessity of buying largely, and then find the stocks to be more nearly exhausted than they are now willing to believe.

The few fairly nice days of last week helped the farmers out considerably, but so far the nights have been entirely too cold to promote rapid growth in plants preparatory to setting out.

This season's planting will be much later than usual, and probably later than at any time for nearly a decade, unless the weather changes materially for the better, and very quickly.

Buying of the 1906 crops by packers has continued, but in a desultory sort of way, and many growers have now finally decided to pack their crops themselves rather than accept present prices.

A prominent Western packing firm has lately had representatives here looking over the field, and who did several days actual driving, but secured

(Concluded on p. 11)

RUTHERFORD CLEAR HAVANA CIGARS
Are Popular
Because They Please the Consumer.

Norristown
Keyno Tobacco Works
HAVANA SHORTS
2 oz. 5c.
NORRISTOWN, PA.
Manufacturers of
Havana Shorts
Private Brands for Jobbers a Specialty
Samples submitted on application

IT IS BUILT FOR STRENGTH
But is not heavy. Notice the position of the Steel Spurs. It won't "Run Away."
Used in Factories and Warehouses everywhere
Price $5.50
The "BOSS" will move your Box Truck Tobacco Cases easily and safely
WOLF & LUKASAWITZ, DAYTON, O., say:
¶Gentlemen: We have been using your Boss Trucks for a period of ten years, and would say that they have given us the best satisfaction, and you may send us three more of the same make.
MANUFACTURED BY
THE WM. F. KRAMER CO.
DAYTON, OHIO

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

John U. Fehr Established 1883 Geo. N. Fehr

J. U. Fehr & Son

Importers and Packers of

Leaf Tobacco

700 Franklin St., 101 to 107 S. 7th St.,

READING, PA.

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia

Long Distance Telephone, Market 3025.

S. Weinberg

121 North Third Street

PHILADELPHIA

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

Tobacco

Cable Address, "Heiland, Lancaster" Telephone Service

JOHN F. HEILAND & CO.

COMMISSION MERCHANTS AND DEALERS

Leaf Tobacco

Eastern Agents MaGee Tobacco Case

Representing

George H. Rumrill, Janesville, Wis.;
The Miami Valley Leaf Tobacco Co., Dayton, O.;
The Krohn Tobacco Co., Windsor, Ct.;
Dowzard & Koking, Cincinnati, O.;
F. W. Dohrmann & Son, Cincinnati, O.;
Metzkey & Heiland, Lititz, Pa.

48 E. Chestnut Street

P. O. Box 178

LANCASTER, PA.

H. VELENCHIK S. VELENCHIK

VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

HENRY RINDSKOPF

Packer and Importer of

Sumatra, Havana and Domestic **LEAF TOBACCO**

N. E. Cor. Fifth and Washington Sts.

Reading, Pa.

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630-636 N. Prince St.

Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of **Sumatra and Havana**

Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

No. 240 Arch Street, Philadelphia, Pa.

E. A. CÁLVES & CO. ....IMPORTERS of C HAVANA, 123 North Third Street PHILADELPHIA

CUBA DID NOT GET ALL THE RAIN ANTICIPATED.

Showers Were Neither Long Continued Nor Widely Extended. Tobacco Packers are Still Waiting Favorable Conditions.

(Special Correspondence of The Tobacco World.)

Havana, Cuba, May 21, 1907.

It seems that the rainfall was not general all over the island, nor was it as heavy in most districts as it was at first supposed, so that it cannot be said the rainy season is at hand. While the farmers in the country made the most of their opportunities and did as much work as they possibly could the blandura did not last, and they are still waiting for a favorable atmosphere before commencing their packings on a large scale. A recently returned visitor to the famous Manicaragua section states that, while there is no more tobacco in the fields, it is all still hanging up in the drying sheds, the farmers being unable to handle it under the present atmospheric conditions.

A few more buyers have arrived, but several have left again for their homes in the North, being convinced that this is not the right season to operate in our market. Prices are so high that it seems impossible they should continue at this level, and the more sanguine declare their intention of waiting until there are indications of a downward movement. Consequently there are no sales of any importance to be chronicled; in fact, I have only learned of two, one of a hundred bales and the other of three hundred bales of 1st capaduras of Remedios. Both transactions were consummated by houses there.

Buyers Come and Go.

Arrivals.—Levi W. Scott, of L. W. Scott, Boston; Bernard Lichtenstein, of Lichtenstein Bros., and Ernest Ellinger, of E. Ellinger & Co., New York; Florencio Vega, of F. Vega & Bro., Chicago.

Departures.—Sol Hamburger, B. Lichtenstein, and Lewis Cantor, for New York.

Havana Cigar Manufacturers

To repeat that the strike still continues seems a futile statement of the fact, but the strike has now been put on such an organized footing that it seems impossible to calculate how long the strikers will be able to hold out. The letter to Samuel Gompers, which I mentioned in detail last week, has been answered, and the sum and substance is that Gompers, who was here in January, declares he made a thorough study of the situation then, and he agrees with the cigarmakers entirely. First, that they are underpaid, and secondly that they are not well treated. Of course this sympathy, in addition to generous contributions from the United States and Canada, has helped to strengthen the cigarmakers in their pretensions, and even though the workers for the independent factories expressed themselves as not being in favor of the strike and declaring that they were out of work simply because the independent manufacturers had decided in favor of a lockout, the fact remains that no peace overtures have been made so far. Gompers adds that he has sent a copy of the letter he received to President Perkins of the Cigarmakers' International Union, and he feels confident that once the appeal is spread broadcast throughout the United States the union cigarmakers will not fail to respond generously to the same. He concludes by wishing them all success, and requesting to hear from them as frequently as convenient. The cigarmakers here declare that they are greatly pleased with Gompers' letter, and they see no reason to despair at the prolongation of the situation.

The exports of cigars have naturally fallen off considerably, as the weekly shipments per steamer show. Last week but 750,000 cigars were exported, while the usual weekly shipments amount to over a million.

Buying, Selling and Other Notes of Interest.

I understand that Manuel Garcia bought a fine lot of 1st capaduras of Remedios, amounting to about 300 bales.

In regard to the report circulated that Meyer & Mendelsohn, of New

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana Reina 20, Havana P. O. Box 98

SYLVESTER & STERN

SUCCESSORS TO

LEWIS SYLVESTER & SON

Growers, Packers and Importers of

Havana Tobacco

HAVANA, CUBA Monte 56

NEW YORK 165 Front Street

PLANTATIONS and ESCOJIDAS:

In VUELTA ABAJO at PUERTA de GOLPE
" PARTIDOS " SANTIAGO de las VEGAS
" REMEDIOS " SANTA CLARA
" " " QUINTA CAMAJUANI
" " " SANCTI SPIRITUS

FACTORY VEGAS A SPECIALTY

CHARLES BLASCO

Commission Merchant

Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ Y MIGUEL

Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

H. UPMANN & CO., HAVANA, CUBA

INDEPENDENT MANUFACTURERS OF THE CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

BANKERS SHIPPERS AND COMMISSION MERCHANTS ESTABLISHED 1844

CHAS. LANDAU, 82 Wall St., New York; Board of Trade Building, Montreal

SOLE REPRESENTATIVE OF H. UPMANN BRAND FOR UNITED STATES AND CANADA

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ — R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO — HABANA, CUBA

S. Jorge — Y. P. Castaneda

JORGE & P. CASTANEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

PARTAGAS

Independent Cigar Factory

The Oldest Brand

The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER — *Habana, Cuba*

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA — *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" **HAVANA, CUBA**

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" — Correspondence Solicited in English

---

HENRY VONEIFF — F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

PACKERS and EXPORTERS of **LEAF TOBACCO**

73 Amistad Street, HAVANA, CUBA

Branch Houses: 616 W. Baltimore Street, Baltimore, Md. — P. O. Box 433, Tampa, Fla.

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ

J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128 Cable: "JOMAGARCIA" **HABANA, CUBA**

Rz BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista — **Neptuno 170--174** — Special Partner—Gumersindo Garcia Cuervo

York, had absorbed the Loeb-Nunez Havana Co., Mr. Joe Loeb, of the firm here, states emphatically that he has no knowledge of any such deal, but that Loeb-Nunez Havana Co. has entered into a joint account with Meyer & Mendelsohn for packing this year.

Baldomero Grau disposed of a fine lot of Remedios, 1st capaduras, during the past week.

Leslie Pantin & Co. were the purchasers of about 100 bales of A 1 leaf.

RECEIPTS FROM THE COUNTRY.

	Week ending May 18 Bales	Since Jan. 1 Bales
Vuelta Abajo	2 294	11,613
Semi Vuelta	149	701
Partido	195	627
Matanzas	5	250
Remedios & S. Clara	15	4,888
Santiago de Cuba	253	1,984
Total	2,911	20,063

Our Lancaster Letter.

(Concluded fom p. 7.)

only a couple of hundred cases, because farmers still held on to their "before Christmas season" idea of prices of leaf in the bundle. They would have put up a good sized packing if they could have secured enough at fair prices for this season of the year, and they are a thoroughly reliable firm. It may prove that it would have been well for farmers to have given them more serious consideration.

S. R. Moss, of this city, has been mulcted to the tune of $10,000, by the action of the Supreme Court in refusing the appeal to that tribunal in the suit brought against him by the Receiver of the defunct City Trust Co. in an action to recover on the bond of the defaulting President (deceased), upon which Mr. Moss was surety to that extent, and which amount he is obliged to pay.

Excellent progress is being made by the A. B. Hess Cigar Co., and operations are being rapidly expanded in new territory. Duplicate orders are being secured steadily from all the older distributors of the product of the factory, and the volume of business is growing constantly.

Attention is directed to the announcement in this week's issue of George E. Wisner, one of the oldest cigar box manufacturers in this city, who caters only to manufacturers desiring strictly high grade boxes.

A Visitor to the Old Dominion Tobacco Marts.

Richmond, Va., May 23.

We have a distinguished visitor at present in the tobacco leaf centres, amely, Captain Will Jackson, who is visiting the leaf markets of Virginia, and is now in Richmond. He is one of the most popular gentlemen in the British tobacco world, residing in Leeds, Yorkshire.

The captain was born in that famous old city, Newcastle on Tyne, in the north of England, and educated at Dr. Irwin's academy in Yorkshire.

He began his business career in 1883, with Messrs. R. Sinclair, of Newcastle fame and manufacturers of the famous Brown Spun Roll in all sizes. After gradually working through all departments, he was sent out to open new branch depots for that firm in Sunderland, York, Leeds, and other large cities, distributing the products and making the name of Sinclair well known to smokers in all parts of the north and midland counties, handling at that period a great quantity of the then new and popular Richmond products, Our Little Beauties and Richmond Gems.

He was one of the promoters and hard workers for the Retail Tobacconists' Association and for some time Honorable Secretary to the Federated Association of Tobacconists of Great Britain, and has often told its members a touching story and assisted them to battle against the trusts, introducing many reforms and giving the trade the benefit of his vast experience.

The captain remained with the Sinclair firm for ten years. He was always noted as a keen and practical buyer. Among the many striking lines he put on the market was "The Largest Box on Earth for a Penny" of wax matches. Not only did he stagger the trade, but also his own firm. A good story is told of the big wax deal. When the present senior partner, Mr. James Sinclair, was on a visit to one of the towns in which the firm had a store, so the story goes, he was just leaving the passenger station with one of the firm of Wills, of Bristol, when a lad rushed up to them and cried, "the biggest box of wax lights on earth, sir, only a penny." The gentlemen looked at the box in the lad's hand, then at one another and Mr. Sinclair remarked, "that's Jackson again." Of course they both bought a box. Another wonderful line was one diozen boxes of safety matches (sold here in the States for 10 cents) for a pe ny. Again he appeared with a band of Scotch Highlanders in the Queen's uniform, with kilts, of course, selling "two Scotch clay pipes and two covers for a penny," worth 20 cents here.

The cheapest lines in Wangee canes came through his hands, but the smartest tidbit of his was the May Day procession and horse (tradesmen's) show, where thousands of most attractive turnouts are seen in Leeds on that day, to compete for some valuable prizes. The Captain, then young Jackson, had been up the night before together with his assistants, preparing for the great event. The morning broke, 'twas a lovely day and everyone astir early. The various railway companies' horses came first, and in the distance loomed to sight a "great mass of man, beast and 'bacca," for on a huge wagon drawn by a team of six as fine and powerful Clydesdale horses as man ever set eyes on was piled high up in the air hogsheads of tobacco, and on each tier was squatted a soldier representing various nations, and armed to the teeth, whilst on the topmost case sat a lone and weary "gentleman of color" (imported by young Jackson) and who had had a nip of John Bull's good ale, and was dosing off to sleep, to the alarm of the spectators. The young captain yelled at him, but could not rouse the nigger. Then he called to one of his men "Get my rifle," and with one shot he carried off the helmet of that black warrior, who, needless to say, woke up, and almost looked pale.

After severing his connection with Messrs. Sinclair, the captain represented Messrs. La Cros et Fils, of Bordeaux, France, Messrs. Abdulla, of Egyptian cigarette fame, and later Kinners, of Manchester, England.

He served with distinction in the late Boer War, serving with Lord Strathconna's Horse and the Prince of Wales' Own Yorkshires.

He returns in a few weeks to Europe, and informs us he will be glad to receive offers from firms handling really smart lines of goods suitable for the English market, and desires among other things offers on Porto Rican cigars and Pittsburg stogies. He may be addressed at 914 East Marshall street, Richmond, Va.

Constitution Seed & Havana Cigars are the Best that can be made. Do you sell them?

PABLO PEREZ — CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" — **HABANA, CUBA**

GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25

Cable: "Tebenitez" — P. O. Box 396 — *HABANA, CUBA*

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM — *Habana*

JOS. MENDELSOHN — LOUIS A. BORNEMANN — MANUEL SUAREZ

Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO and Commission Merchants

New York Office: 196 WATER STREET

Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

A. M. CALZADA & CO.

Packers and Dealers in Leaf Tobacco

and COMMISSION MERCHANTS

Monte 156, HABANA, CUBA.

P. O. Box, 595. — Cable: "CALDA."

E. A. CÁLVES & CO. <C> HAVANA, 123 North Third Street
....IMPORTERS of PHILADELPHIA

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

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PHILADELPHIA, MAY 29, 1907.

BONAPARTE'S SOLDIERING.

The trade and the whole country is getting sick and tired of the apparent tardiness in pushing to a conclusion the proposed and promised trust prosecutions.

Adroit attempts have been made to appease the urgent agitators by issuing from time to time reports cunningly prepared and purporting to show that matters of great interest and value, and which would also prove to be very sensational, had been discovered, but something more tangible is now soon expected.

Current reports from Washington indicate that there may soon be another shift in the Attorney General's department. Attorney General Bonaparte is slated for retirement, according to intimations from a high source, the report generally credited being that the President has let it be known that his chief law officer "must fish or cut bait."

It has become a matter of common knowledge at Washington that since Mr. Bonaparte has been in charge of the Government's legal affairs his department has been practically at a standstill. Ill health has been given as the reason for the Attorney General's failure to keep things moving, and while the President has restrained his impatience up to this time, it is understood that he has given some pointed intimations that Mr. Bonaparte must either get well in a hurry or give way to a well man.

Recently Mr. Bonaparte told the President that he was not well, but that he would soon be "out of the woods." His health has improved greatly since his last talk with the President, but still things are moving slowly at the Department of Justice. Mr. Bonaparte frankly confesses that he is not overworking himself, and it is known that he likes the berth of Attorney General much better than he did that of Secretary of the Navy.

Among the important cases that are dragging before the Attorney General are those involving suits against several large corporations known as trusts, and prominent among which is the great tobacco corporation. A mass of evidence has been accumulated by the Department of Commerce and Labor, and this has been sifted and arranged by Mr. Bonaparte's assistants, but there the matter stands until they can get an interview with their chief.

INCREASED RAILROAD FARES.

The autocratic President of the Philadelphia and Reading Railway Company has decreed that a great increase shall be made in the rate of fares to many suburban points along its lines, and it has been done accordingly.

This, too, at a time when there was enacted adverse State legislation, and by reason of which it stands out in all its harshness, creating the impression that the railroad company through its President, whose certain previous acts were declared by him as a "divine right," moved to anger by the act of the Legislature, is by his abrupt manner, apparently venting its spleen on many unoffending patrons of the road.

Forgetful, perhaps, that the people most seriously affected are those who have located along the Reading road, where they have built themselves homes, investing the savings of years, because of the low fare inducements held out to them, and which has made possible the very large suburban traffic which the road now has.

The people affected are naturally indignant, and feel that they are being badly treated. And they do not propose to stand idly by and look on, but intend to take a little hand in matters themselves, even though individually they do not possess the power of the self-imposed "trustee of Providence."

The tobacco trade, like all other branches of our city's business interests, is affected by this action on the part of the Reading Railroad management. A number of members of the trade are residents of suburban points traversed by the Reading system, and they are likely to undertake some retaliatory measures, such as diverting their freight, etc., to other lines, and use their influence among their friends. This is in addition to various commercial organizations which are already aggressively moving against the offending company, and which action may prove an irritating thorn in the side to the autocratic railroad president, who cherishes freight traffic more than anything else, and has declared it to be the profitable part of the Reading's business. Therefore the old axiom, that it is an ill wind which blows no one good, is truly applicable in this case.

In North or South, in East or West,
Beneath the Star flag's sway—
Was it Blue or Gray in which we dressed?
We hail Memorial Day.

Philadelphia Tobacco Trade

It was most amusing to read in a contemporary that a spring rush was on in Philadelphia and that dealers were busy. The report was a pipe dream, and the pipe which the dreamer must have smoked could not have been loaded with any of the Minnesota brand of smoking tobacco which, the same paper reported a few weeks ago, had been analyzed and found to contain in some instances only 10 per cent. of tobacco and the remainder made up of brown paper and straw.

As a matter of fact the past week was not a good one with retailers, because of the extremely unseasonable weather, nor do they expect any marked improvement until the weather conditions become permanently settled and the open door season becomes a matter of fact rather than of fancy.

There is, however, little or no complaint coming from manufacturers, with whom orders are fairly plentiful, and every factory of importance is working full time. There are a few exceptional cases where the demand for goods is urgent, and efforts are made to make prompt shipments to all.

Sig. C Mayer, of Sig. C. Mayer & Co., is again on a business trip among their distributors and will be gone until probably July 1.

Quite a prominent display is being made this week in one of the show windows of Thomas Martindale & Co., at Tenth and Market streets, of a line of the clear Havana products of R. A. Bachia y Ca., of New York.

More's cigar shop at Eleventh and Filbert streets, one of the three stores which they have been operating, is now closed, the stock, etc., having been sold at auction. The premises were recently sold and had to be vacated.

A. W. Lennox, of Manrara Bros. & Co., New York, manufacturers of clear Havana goods, was one of the recent visitors in this city.

J. Harvey McHenry, of Arthur Hagen & Co., left on Saturday last for Jamestown, Va., where he will be a guest of Jack Fowler, of Philadelphia, a general traveling representative of the United States Tobacco Co., of Richmond, Va., and who is at present in charge of the company's exhibit at Jamestown.

On Wednesday morning last, Wm. F. Comly & Sons, auctioneers, sold at public sale, at 125 South Second street, formerly occupied by Newberger & Co., cigar manufacturers, the factory fixtures and a lot of the leaf tobacco still on hand, among which there were the following:

60 cases Pennsylvania leaf, 1904.
22 " Connecticut binders.
10 bales Sumatra.
65 " Havana, Remedios Vuelta.
2 " Havana wrappers.
3 " Havana scraps.

Considerable of the tobacco was bought in. Among that sold were, 30 cases 1904 Pennsylvania, to Valenchik Bros., Philadelphia, 25 cases at 16½ cents and 5 cases at 17 cents; also 5 cases 1904 Pennsylvania at 16½ cents to J. Goldsmith.

All the seed leaf was sold at marked weight.

54 bales of Havana tobacco were sold. A. Greenhall bought 10 bales Vuelta at 61 cents, for Greenhall Bros., New York. Fred Kruse, of Hoboken, N. J., secured 2 bales stripped Vuelta at 85 cents, and 2 bales wrappers at $1.07; also 5 bales Remedios at 50 cents.

J. Goldsmith was a successful bidder on 17 bales Vuelta at 60c cents, and 18 bales Remedios at 50 cents.

One bale of Sumatra, Deli 2 B1, was knocked down to E. Miller, cigar manufacturer, Philadelphia at 92½ cents, and another bale of Sumatra, Deli My V. 1, was sold at $1.25 to A. Price.

All of the remaining marks of Sumatra were bought in.

The fixtures and equipment were pretty well sold out.

Miller, DuBrul & Peters suction tables, of which there were 63 offered, were bid up to $5.25, but were not allowed to go at that.

Borgfeldt bunching tables were bid up to $5, and sold at that figure.

C. S. Turner Co., cigar manufacturers, 45 South Third street, will soon place on the market a cigar called Philmont to be retailed at 5 cents. The cigar is to be Sumatra wrapped and contain only Havana filler, and will be in all the popular shapes. However, only the perfectos and londres will be placed on sale. The firm have already put out some attractive advertising matter, and they expect within a short time to create a good demand for their new product.

The John Hay cigar, distributed by them, and which retails all the way from ten cents to two for a quarter, has a large following, while the Royal Game, Influence and John Hay, Jr., nickel goods, all handled by this house, command a good trade in their respective sections.

The C. S. Turner Co. are distributors as well as manufacturers, and are the selling agents in Philadelphia for the Wise Guy and Pedro Vegas, both five cent goods, and they report a good sale on both.

The United Cigar Stores Company celebrated an anniversary on Saturday, and presented all customers with double certificates at all their stores.

R. Powell, representing Powell & Co., foreign manufacturers' agents for showcards, signs and calendars, is canvassing the city trade this week. Mr. Powell numbers among his customers many of the large manufacturing houses of the city. His firm makes up an endless variety of novelties, and no order comes too large to execute.

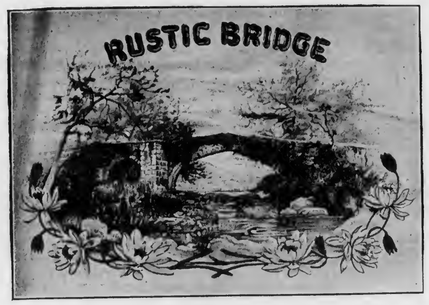
Fred. Kruse, the cigar manufacturer and leaf dealer of 124 Hudson street, Hoboken, N. J., was one of our visitors on Wednesday. Mr. Kruse only recently returned from Amsterdam where he secured enough Sumatra to last him for some time. He reports the leaf business as being fair in Hoboken and his cigar factory as running to its capacity.

A. Greenhall, of Greenhall Bros., leaf dealers of Water street, New York, dropped into the city Wednesday morning, but remained only a short time.

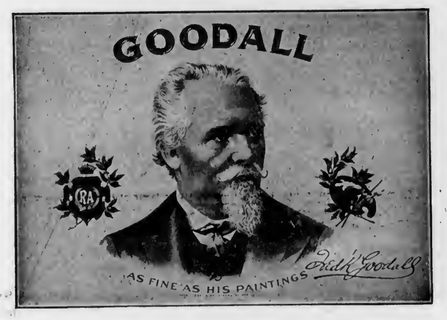
Charles W. Salomon, of the De Florida Tobacco Co., of New York, visited the city Thursday, on his way home. Charley enjoys quite a trade through the State, and he informed me he had sold quite a few fair sized lots of leaf on this trip.

[See p. 16]

W. A. LAHR



Wholesale Cigar Manufacturer



Red Lion, Penna.

Get our prices, and make a fair comparison with those of other factories.

Correspondence invited with the Wholesale and Jobbing Trade.
Samples Free to Responsible Houses.

ERNEST ELLINGER & CO. *Office: No. 161 Water Street*
Importers of HAVANA TOBACCO *New York*

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

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JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER
JOSEPH S. GANS & CO.
Importers and Packers of *Leaf Tobacco*
Telephone: 346 John 150 Water St., NEW YORK

Starr Brothers
IMPORTERS and PACKERS of LEAF TOBACCO
131 Water Street
Established 1888 NEW YORK Telephone: 4027 John

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
2 Burling Slip, NEW YORK
NES, CORNER KUIPERSTEEG, AMSTERDAM, HOLLAND
Telephone: 377 JOHN

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227 Amsterdam, Holland.
OFFICE: 183 Water St.
Cable Address: "HERE." NEW YORK

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF Tobacco
185 Water St., New York

JOHN W. MERRIAM & CO.
"At the Sign of the Bull Dog," New York
Real Habana Segar Makers and Importers
Habana Scraps and Cuttings for Sale

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World
New York, May 28.

In the leaf market the same conditions prevail as reported in letter of last week. Manufacturers still are fairly busy, but all appear to have just about enough leaf on hand to fill their requirements. The call for Florida still increases, and while a number of lots were reported as changing hands the goods were of the undesirable class, the light and fine goods being entirely out of the market. Sumatra sales reported were not as large as the previous week, but enough sales were consummated which would entitle the past seven days to be recorded as busy ones. Sales of Havana were only in small lots and far between.

The large manufacturers found conditons pretty fair as a rule, but a few of them issue a complaint of a little falling off in orders. The small shops all appear to have enough business on hand to keep them for some time to come.

Retail business throughout the city is good. The warm weather has helped trade along a great deal. Sales of cigars by the box are on the increase.

• • •

Bert. W. Frankel, representing Arguelles, Lopez & Bro., manufacturers of the Tadema Havana cigar, is at present down East in the interests of his firm. Bert is well thought of in that section, and always manages to get his share of the good things.

• • •

Gans Bros., Fulton street, the manufacturers of the William the Fourth clear Havana and El Cura Key West cigar, report busy times at their factory. Ralph M. Gans, who has just returned from the East after visiting S. A. Frank, his New England representative, found conditions excellent in that section. Nearly all of the jobbers in Boston are handling their goods, and duplicate orders are coming in regularly from them.

• • •

A. Fredericks, 1850 Lexington avenue, is increasing the sale on his La Almeida clear Havana cigar, which comes in all the popular shapes. The cigar can be found in nearly all stores in the Harlem and Bronx section, and orders are duplicating nicely.

• • •

E. Regensburg & Sons, the manufacturers of the American cigar, are placing their brand in new sections every day. The American cigar for many years has been one of the best sellers in the city in clear Havana goods. It is not a question here as to whether a retailer wants to handle the goods or not. In pretty nearly all cases it is compulsory, as can be shown by the fact that all United Cigar Stores sell them, although they are not displayed in their windows. The Regensburg factory has not experienced a dull day in many years. Their goods are continually increasing in favor and their agents and distributors throughout the country are finding the American brand a ready seller and a good duplicator.

A quarterly dividend of one and three quarters per cent. has been declared on the preferred stock of the United Cigar Manufacturers, payable to stockholders of record on June 1, 1907. The transfer book closed May 20.

The S. Anargyros branch of the American Tobacco Co. has now changed its Ramleh brand to Helmar, according to an announcement made with ately sent out packages of Ramleh cigarettes, and which reads as follows:—

"Important! Ramleh will be Helmar. The unprecedented popularity of Ramleh has caused it to be imitated. We are not sure that we can stop such imitation because there had been a local use of the name before we adopted it. In order to protect our friends, the consumers of Ramleh, we will, on or about July 1, 1907, manufacture and sell these same cigarettes in the same box, but with the name Helmar. The cigarette is absolutely the same and will remain the same."

This notice would indicate that the American Tobacco Co. has decided upon a discontinuance of the use of the word formerly used by them and substituting therefor the newly adopted name, and which is regarded as a victory for the Mentor Co., of Boston, manufacturers of Ramly cigarettes, which had instituted suit against S. Anargyros, alleging infringement on trademark rights.

So far as the action has progressed, it has resulted in only a preliminary injunction against the defendant, who is permitted to manufacture and market the Ramleh cigarettes, but under a bond of $25,000 to cover any damages which might be assessed against it when the case is finally decided.

• • •

Harry S. Lederer has opened an office at 66 Nassau street. Mr. Lederer was for many years a traveling salesman for Wm. Demuth & Co. and has now started in the pipe and cane business on his own account. He recently returned from London, where he made arrangements to handle the product of the largest pipe manufacturer there.

• • •

The Manhattan Island Cigar Factory, W. Kauder, proprietor, 1408 Avenue A, who was recently burned out, has just closed negotiations for a factory in York, Pa., where they will resume manufacturing. This factory makes union cigars only.

• • •

Victor Malga, formerly in the cigar business on his own account, is now on the road representing Gans Bros., William the Fourth clear Havana cigar manufacturers, Mr. Malga was this week in Baltimore and did remarkably well. Ralph Gans is at present on a trip down East and is also doing nicely.

• • •

Hamburger Bros. & Co., the Havana importers at 228 Pearl street, have been doing quite an extensive business in stripped Havana. A customer can pick out a bale in their city warehouse and have a bale of the same vega stripped in their Havana warehouse and shipped direct.

• • •

M. Barnett, the Boston leaf dealer, was in the Metropolis the early part of the week, and I understand purchased a fair supply of leaf.

• • •

Leopold Loeb, of Loeb-Nunez Havana Co., came over from Philadelphia on Saturday, and in company with Samuel Mendelsohn and I. M. Jacoby, of Meyer & Mendelsohn, took passage for Havana, Cuba, on the steamer Havana, which sailed on that day.

• • •

Sol Hamburger, of Hamburger Bros. & Co., returned this week from Havana, after a two weeks stay, spent inspecting their holdings of Havana tobacco.

• • •

Louis Bythiner, a leaf broker of Philadelphia, was in this market on Saturday last, having come over from Philadelphia with Leopold Loeb.

• • •

M. Isaacs, with Zeegan Bros. & Co., cigar manufacturers of London, Eng., arrived here accompanied by his wife. Mr. Issacs so far has purchased considerable tobacco to take back with him. Among the lots secured was one consisting of fifty bales of Havana. While he paid a high price for same, he informed me that he had to have the goods, as his trade demands a good quality cigar. Another lot of over sixty cases of Connecticut broadleaf was also secured by him, and he will wait until these goods go through the sweat before returning home. He is making his headquarters with Joseph Abrahams, 204 Pearl street.

• • •

Ernest Ellinger, of Ernest Ellinger & Co., the Havana importers, who is at present in Havana, is expected back to the city about June 6.

• • •

I. J. Schoener, of I. J. Schoener & Co., leaf dealers, 169 Water street, is at present in Pennsylvania and finding business good

DEATH OF H. DUYS.

Hendrik Duys, founder of the Sumatra leaf tobacco importing firm of H. Duys & Co., of 170 Water street, New York, died on Thursday of last week, at the Hague, Holland, from heart failure.

Mr. Duys was a Hollander by birth, and had practically spent his entire life in the tobacco business, and as early as 1875 he became interested in the importation of Sumatra tobacco into the United States. Coming to America himself, ten years later, he laid the foundation of the present immense business of H. Duys & Co., under the name of H. Duys, Jr.

In 1900 he entered into an arrangement with the Amsterdamsche Tabakshandelmaatschappij, after which more extensive operations were begun and the firm name changed to H. Duys & Co. In 1902 Mr. Duys took into partnership his eldest son, John H. Duys, and shortly after that he practically retired from active business, and the management has since been continued in an able and highly successful manner by John H. Duys, but who is now assisted by a younger brother, Henry M. Duys.

The house has risen from a modest beginning to the largest exclusive Sumatra importing house in the United States.

For the past three years Mr. Duys, Sr., had spent much of his time at his old home in Holland, and had for some time been in ill health.

Rutherford Clear Havana Cigars
are sold by successful dealers.
There is a Reason.

For Genuine Sawed Cedar Cigar Boxes, go to Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
and
Growers of Georgia Sumatra
142 Water Street, New York

EDEN CIGAR FACTORY

of
BANCES & LOPEZ
HAVANA, CUBA
Calixto Lopez & Co.
180 Water St., NEW YORK
Will receive and attend to orders
Cigars made strictly of very best Vuelta Abajo Tobacco

ENOS SMITH EDMUND H. SMITH
Hinsdale Smith & Co.
Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF Tobacco
125 Maiden Lane
ESTABLISHED 1840 NEW YORK CABLE: "NARGIL"

JOSH BILLINGS
5c. Cigar
"There hain't none better than the best."
—JOSH BILLINGS.
This Is the Best.

A cigar of merit with a push behind it.
The Best Little Cigars ever offered the American public.
Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship.
Finest package.
I. LEWIS & CO.
Makers,
Established 1870. Newark, N.J.
Z. JOHN NORRIS,
Manager of the Philadelphia Office,
111 Market St.

We believe in Honesty, Good Workmanship, at fair prices to all. Correspondence Solicited

THE OLD HONESTY CIGAR BOX CO., C. W. Bucks, Gen. Mgr.
Rear 634 Washington Street, Reading, Pa.

The Miami Valley Leaf Tobacco Co.
ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN
Packers of Cigar Leaf Tobacco
1903-4-5 Zimmer Spanish, 1905 Gebhardt, 1905 Dutch, 1905 Connecticut, etc.

Charles Schavrien, a New York retailer and cigar manufacturer, came here on Wednesday to attend the leaf tobacco auction sale. He, however, purchased very little.

Q. M. Umstead, of Phillipsourg, N. J., jobber and retail dealer, was a visitor in Philadelphia during the past week.

E. L. Nissly, a prominent tobacco packer of Florin, Pa., was in the city during the past week, with a fine lot of Pennsylvania tobacco.

Leopold Loeb, of the Loeb-Nunez Havana Co., left on Saturday last for Havana, Cuba. He was accompanied to New York by broker Louis Bythiner.

Harry Salomon, of Gustave Salomon & Bro., Havana importers of New York, was here last week visiting the trade in company with Mr. Plummer, the firm's local representative.

Kemper Sails for Europe.

I. L. Kemper, of M. Kemper & Sons, leaf tobacco packers and importers at Baltimore, Md., sailed for Europe on the 28th inst. He is accompanied by Mrs. Kemper, and after attending the several remaining spring inscriptions of Sumatra tobacco at Amsterdam, they will travel over the Continent, Paris and Rome being in the itinerary.

PHILADELPHIA LEAF MARKET

The local seed leaf market has developed no particularly interesting features during the past week and during which time a rather quiet market has prevailed.

Nor was any special type of leaf in pronounced demand. There appears to have been a uniformly steady sale of small lots, and were probably the needs for immediate use in filling certain holdings of manufacturers, but the continued steady activity among cigar manufacturers convinces leaf handlers that the time is not far distant when larger purchases must be made by manufacturers, and that sooner or later they will be obliged to buy goods and pay whatever the then prevailing price may happen to be.

The lateness of the planting season, which is owing to the continued cool weather and much rain, has also had some effect on the packing industry and has created a slightly more feverish feeling.

From points in Pennsylvania come reports that a more plentiful supply of Florida tobacco seems available, and that some good sized lots have been received by several manufacturers in that section recently. We are also informed, however, that the strictly first-class, or prime Florida tobacco, is not any more plentiful than it was, but that some of the darker tobaccos are being now more freely offered.

Sumatra tobacco continues to move at a fairly brisk rate, in both old and new goods, and as the prices in Holland seem to have stopped in their ascendancy, the new goods appear to have become suddenly more attractive than before, owing partly, perhaps, to the favorable comparison with prices of old goods, and partly to the reported quality of the goods offered at late inscriptions.

Havana has also shown some improvement in this market during the past week, with a more free movement of goods. News of copious rains in Cuba have also had a cheering effect.

NICE TRADE AT THE HUB.

Traveling Salesmen Report Good Business and Ready Orders by Retailers. Cigar Store Gossip.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, May 27.

Trade is advancing nicely; the many visiting drummers with whom I come in contact tell me business is good with them. Retailers seem ready to take new brands of cigars, and I take it from this that though they may do a little complaining it is only natural, and that the more they kick the better their business is progressing.

The Wells-Whitehead Co., Wilson, N. C., makers of the Wilson Straight Cut and Carolina Brights, Virginia filler cigarettes, are making numerous window displays here. They have out large posters announcing that McGreenery & Manning will redeem all the coupons in the packages at 50 cents per hundred. The Wilson cigarette bears the union label, and it is an understood fact that a son of Mr. Hill, of the tobacco trust, is the largest shareholder of the Wells-Whitehead Co. stock and why the cigarette-makers' union allows the use of the union label on this brand is causing much gossip. I understand that the Ware-Kramer Tobacco Co. has just brought this matter before the Department of Commerce and Labor at Washington, D.C., and expect to see something doing before long. They declare it is purely a case of sailing under false colors, and the A. T. Co. ought to have their name on the package as manufacturers, instead of the Wells-Whitehead Co.

A few of our cigar dealers who carry a line of post cards of a "spicy" nature are in trouble again. For the past year many were arrested and fined $100 and more, but it does not seem to have much of an effect on others who seem to be willing to "take a chance."

The Foresters of America held their annual convention here the past week and it brought many strangers here. The American House was the headquarters and many of the cigarists in that locality fared well from members of the organization.

H. Shortlauer, formerly a cigar retailer on Cambridge street, has just purchased the cigar and tobacco store of A. Levine, 1 Commerce street, and will operate same on the old lines.

Van Buskirk & Bruce have kept the painters busy and the outside appearance of the store on State street is now very attractive. Van's Special Havana Smokes are making a big hit not alone here but as far down Maine as the railroads run.

The White Rolls cigarettes are now being advertised here by numerous window displays, show cards, free samples, etc., and retailers tell me they never saw a new cigarette take so well with their trade as the White Rolls are doing. A new attractive cardboard sign is being distributed, consisting of a photo of a man's head with a fly on his nose, the word trust on his forehead and holding in both hands a card bearing the following reading:

"We are only a fly, but oh, my!
White Rolls cigarettes is the cause,
You bet.
Ware-Kramer Tobacco Co.,
Norfolk, Va."

FARNHAM & REYNOLDS
Home Office: ADDISON, N. Y.
Packers of Finest Big Flats and Onondaga
Cigar Leaf Tobacco
Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn.
CONNECTICUT HAVANA SEED

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

We Make The Best Peach & Prune Essences In the Market
ACME EXTRACT & CHEMICAL WORKS
E. G. Eckert, Proprietor — Hanover, Pa.

Rutherford, Constitution, Hunter—a strong trio.
El Draco Cigar Mfg. Co., Philada.

TRADE MARKS REGISTERED.

THE SCEPTER 15,378
For stogies. Registered May 15, 1907, at 9 a. m., by Sweet Home Stogie Co., Newcomerstown, O.

DON CARLOS 15,379
For cigars. Registered May 15, 1907, at 9 a. m., by Jacob G. Shirk, Lancaster, Pa. (Re-registration.)

EL GLORIOSA 15,380
For cigars. Registered May 20, 1907, at 9 a. m., by Murphy Cigar Co., Baltimore, Md.

LA COMIDA 15,381
For cigars. Registered May 21, 1907, at 9 a. m., by A. F. Muehlhauser, Quakertown, Pa.

EL MERCADO 15,382
For cigars. Registered May 21, 1907, at 9 a. m. by A. F. Muehlhauser, Quakertown, Pa.

EXCENTER 15,383
For cigars. Registered May 21, 1907, at 9 a. m., by A. F. Meuhlhauser, Quakertown, Pa.

EL COMEDOR 15,384
For cigars. Registered May 21, 1907, at 9 a. m., by A. F. Meuhlhauser, Quakertown, Pa.

MIRABO 15,385
For cigars. Registered May 21, 1907, at 9 a. m., by A. F. Meuhlhauser, Quakertown, Pa.

ROYAL JEDDO 15,386
For cigars. Registered May 21, 1907, at 9 a. m., by A. F. Muehlhauser, Quakertown, Pa.

POTOSIE 15,387
For cigars. Registered May 24, 1907, at 9 a. m., by Central Litho Co., Cleveland, O.

AUTO CHIEF 15,388
For cigars. Registered May 24, 1907, at 9 a. m, by Central Litho Co., Cleveland, O.

CO-OP-CO 15,389
For cigars. Registered May 24, 1907, at 9 a. m., by Central Litho Co., Cleveland, O.

GRAND PERFECT 15,390
For cigars. Registered May 24, 1907, at 9 a. m., by Franklin H. Diebert, Orwigsburg, Pa.

PRINCE ORLOFF 15,391
For cigars. Registered May 28, 1907, at 9 a. m., by Walder & Stein, Philadelphia.

REJECTED.

El Loro, Estrella, Jeddo, Concord, Seneca, Camp Fire, Evelina, Mattawa, White Rock, Illinois Club, Omena, Flor de Glenford, La Volga, El Contado, Columbia, Alhambra.

SPECIAL NOTICES.

(12½ cents per line, 8-point measure)

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EDWIN L. KOPPELMAN CO.
7-6-1h — 81 Pine St., New York.

FOR SALE.—On account of other interests, manufacturer will sell his Stogie Manufacturing Business of $30,000 to $40,000 per year; established 20 years. Equipment, trade marks, labels, etc., offered in their entirety, or present proprietor will take entire output, and continue to market the goods. A good chance for an energetic business man. Address Success, care of The Tobacco World, Philadelphia. 4-17tf

WE PURCHASE Cigar Molds—undesirable shapes—such as No. 16,261, No. 8,832, No. 8,569. Write us, stating what you have and the quantity. Winget Mfg. Co., York, Pa. 12-12tf

FOR SALE.—36 Bunching Machines, 64 Cigar Tables, also 2 Stripping Machines. Will consider a fair offer. Address Box 21, care of The Tobacco World, Phila. 4-3tf

GOOD SALESMAN wishes to represent a house making line of Cheap Cigars in Londres and Perfectos, from $9 to $15; also a house making Union goods, Florida, Seed and Sumatra goods, from $20 up. Sell only to jobbing trade on commission basis. Address J. M., Box 14, care Tobacco World, Phila. 5

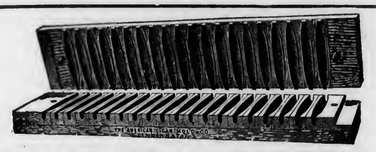
WANTED—By a prominent Chicago broker, a line of Union cigars to sell to big jobbing trade at $20 and upwards. Only large and reliable manufacturers need apply. Address Box 15, care of Tobacco World, Phila. 5-29c.

NOTICE is hereby given that anyone using any of the following labels, namely, Lipschutz's 44, Lipschutz's Cico, El Proctor, or La Flor De Lipo, or any other label or title registered or owned by the undersigned, will be prosecuted according to law. This applies no matter how the labels in question were obtained. "44" Cigar Co., Inc., B. Lipschutz, Pres. & Treas., 41 North 12th street, Phila. 2

CIGAR RIBBONS
Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain
Largest Assortment of Plain and Fancy Ribbons
Write for Sample Card and Price List to Department W
WM. WICKE RIBBON CO.
36 East Twenty-Second St., NEW YORK

MARCUS JASKULEK
Packer and Dealer in
Leaf Tobacco
Nos. 812, 814, 816 East Third Street
Dayton, Ohio.

Joe Endress, Jr. — A. C. Kercher
Pioneer Leaf Tobacco Co.
Germantown, Ohio
Packers of CIGAR LEAF TOBACCO



SAVE AGENT'S COMMISSION
Why should the Cigar Manufacturer pay Agent's Commission? We furnish All Shapes of the Best Grade Cigar Mold, direct to Manufacturer and will duplicate exactly any shape you are now using.
Send for our Catalogue of 1,500 Shapes
The American Cigar Mold Co., Cincinnati, O.

Wisdom on the Label
Wisdom in the Cigar
A 5c. Smoke that is so Good It is Bound to Repeat
Ohmit & Kraft
East Prospect Pa.

SIGNS! SIGNS! SIGNS! SIGNS! SIGNS!
SIGNS
CLOTH, ROPE FIBER and CARD-BOARD SIGNS and PAPER POSTERS, In Weatherproof Colors.
TRY OUR FOLDED EDGE SIGNS. Write for Prices and Samples.
THE MASSILLON SIGN & POSTER CO. MASSILLON, O
SIGNS! SIGNS! SIGNS! SIGNS! SIGNS!

Walter B. Hostetter & Co.
Packers and Dealers in
Leaf Tobacco
We make SCRAP FILLER for Cigar Manufacturers
WRITE FOR OUR PRICES AND SAMPLES
Rear of 144 W. Market St., on W. Mason Ave.
YORK, PENNA.

Cigar Boxes

Established 1884

Cigar Boxes

GEO. E. WISNER

The Box Maker

515 West Chestnut St.
LANCASTER, PA.
Both Phones

Gold Embossing a Specialty
Satin Labels Paper Labels
Gold Leaf Work in all Forms

Call and See Our Work

We also make Paper Boxes

Established 1890

Emory Martin

E. S. SECHRIST

Dallastown, Pa.

Manufacturer of

Fine and Common

CIGARS

Capacity, Twenty Thousand per Day

OLDEST MANUFACTURERS OF

PEACH and PRUNE ESSENCES

Also of the
World Renowned and Non-Evaporating
SPANISH BETUNS
Cigar and Tobacco Flavors, Sweeteners, etc.

Write for Free Samples and Particulars
Guaranteed to be the Strongest and Best
Established 1855

FRIES & BRO.

92 Reade Street, NEW YORK.

YORK COUNTY CIGAR TRADE.

The Labor Question Amicably Adjusted. Rumored New Factory. Cigar Man Enters Politics.

York, Pa., May 27.

The cigar industry of this city and county is again in pretty good condition, and an improvement over that of a few weeks ago is quite noticeable even to the casual observer.

Orders are coming in steadily, and manufacturers making standard goods are having no difficulty in getting reasonable prices, but the conditions prevailing in the leaf market for more than a year past, together with the help problem, have purged this section pretty thoroughly of makers of spurious union label and other goods not up to the standard of market values.

Of course, there has lately been some difficulty with employers, but it was confined to factories the products from which have already established for themselves a place in the market, and that place can be held even though minor changes in conditions of employment of cigarmakers may become necessary. The trouble arose from local issues made possible by certain peculiar existing conditions, but so far the employers have acted only after careful deliberation and their course has been wise, to such an extent that the matter has not only not spread, but has been practically adjusted—a victory of diplomacy by the employers.

The recent unionizing of the large factory of Jacob A. Mayer & Bros., in North York, continues to be a much discussed subject.

During the past few days rumors were current concerning the establishment here of a new cigar factory, which is to employ union cigarmakers only. The name has been given as the Manhattan Island Cigar Co., of New York. They are said to have secured a lease on the building formerly occupied by the Holtzman Manufacturing Co., on South Cherry avenue just off King street. Fifty men are to be employed at the beginning, but this force is to be augmented from time to time. The Manhattan Cigar Co. is a new name and not known to the members of the trade here.

John W. Minnich, the well known Dallastown cigar manufacturer, recently purchased a White Steamer automobile, and entertained a party of friends on a fishing trip to Havre-de-Grace. The trip was made in the new steamer, and in the party was included A. F. Brillhart, of the Dallas Cigar Co., ot Dallastown.

The primary elections on June 1, will name candidates for important county offices, one of which is that of Register of Wills, and for which H. F. Kohler, the well known cigar manufacturer at Nashville, is a candidate, and numerous members of the trade have expressed the opinion that he is likely to prove a very successful candidate at both primary and final elections.

[Note.—Advice received from our New York news representative states that the Manhattan Island Cigar Factory, of which W. Kauder is proprietor, and which until burned out recently, had a factory at 1408 Avenue A, New York, had closed negotiations for opening a factory at York, Pa. Union made cigars had been made at this factory, and these facts would seem to establish the identity of the new enterprise referred to above.—Editor.]

Leaf Tobacco Markets.

BALDWINSVILLE, N. Y.

The continued cold weather has retarded the plant beds. Many of the plant beds are well advanced, however, and the needed warm weather will make a rapid improvement. The warehouse of the American Cigar Co. closed last week. The warehouse of Taussig & Co. is still open.—Gazette.

CONNECTICUT VALLEY.

Conditions have improved to quite an extent. We have had a nice warm rain. The thermometer has risen to above 75 degrees, and at times it is really good growing weather. Tobacco plants are now coming forward very fast, and persons who thought that the first of June would be early, now think that by May 25 they may have plants ready to begin setting. But the time may be prolonged a day or two, unless the weather should again become warm. Much now depends upon the temperature, as the recent rains have brought the land into fine condition. A little more rain would not come amiss, for the ground had become quite dry; but we can stand it now for a short time without more rain.

Our correspondents write:

Hatfield, Mass.: "Tobacco plants are coming forward at a fast pace. Many growers will begin setting the first of next week. Charles L. Warner set four acres May 15-16."

Bradstreet, Mass.: "O. Belden & Sons set the past week 4½ acres of tobacco. Charles W. Marsh set some two or more acres; these beds were in warm, sheltered places. Setting will not be the rule for another week. Tobacco beds as a rule are ten days late."

North Hatfield: "This morning the temperature registered about 35 degrees at 6.30, with the wind northwest, and I pity the little plants in the field to-morrow morning. Charles Marsh & Son of Bradstreet are drawing timber to build a 90 by 30 shed; they will increase their acreage."—American Cultivator.

EDGERTON, WIS.

The plant beds are making some progress, but the weather conditions of the past week have been much too cool to bring about the rapid growth so much desired at this time. A heavy rain has put the soil in fine condition as regards moisture, however, but what is most needed now is sunshine and warmer temperature to push the plants forward. Heavy freezes in the northern counties during the week, it is feared, have done some damage. Ice formed several mornings in the southern districts, but it is believed the plants have escaped.

There is but little left to do about the warehouses in closing up the packing season on the '06 crop and in old leaf the market has developed nothing worthy of mention. The manufacturers are content to buy on a hand to mouth policy, hoping for lower levels in leaf prices that do not materialize.

Shipments, 650 cases.—Reporter.

—Stover Cigar Manufacturing Co., with a capital of $100,000, has been registered in Camden, N. J., by F. S. Stover, J. L. Cotter, I. Frankel, F. J. Rinck and M. M. Garrison.

HUNTER 5c. Cigar
is successful with
successful dealers.
El Draco Cigar Mfg. Co., Phila.

J. B. MILLEYSACK

Manufacturer of

Fine Havana Hand-Made **CIGARS**

No. 821 Lake Street

LANCASTER, PA.

Correspondence with the Jobbing Trade solicited.

ESTABLISHED 1889 INCORPORATED 1902

A. B. HESS CIGAR CO.

SUCCESSORS TO

J. E. Sherts & Co.

LANCASTER, PA.

Manufacturers of

High Grade Seed and Havana

Cigars

CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

The Gilt Edge

Cigar Box Factory

CIGAR BOXES
SHIPPING CASES
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RIBBONS

J. FRANK BOWMAN

Cigar Manufacturers' SUPPLIES

of All Kinds

51 Market Street

LANCASTER, PA.

Daily Capacity: Five Thousand Boxes

W. H. RAAB & SONS

MANUFACTURERS OF

High Grade Cigars.

CAPACITY 75,000 PER DAY

DALLASTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day

5c. Brand

Is Strictly Union Made

Ideal Cigar Co.

CENTENNIAL, PA.

All Jobbers Who Handle Travellers Tips

Say it Always Moves Well

"A Good Five Cent Cigar"

Abbott Cigar Co.

ABBOTTSTOWN, PA.

E. RENNINGER

Established 1889

Manufacturer of High and Medium Grade

Cigars

Strictly Union-Made Goods. Denver, Pa.

Lithographers and Printers 322-326 E. 23RD ST. SAMPLES & PRICES FURNISHED UPON APPLICATION

IN STOCK AND TO ORDER Krueger & Braun NEW YORK CIGAR LABELS and BANDS

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.

CHASKEL'S SPANISH BETUNE

Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.

A Card Will Bring More Information and Prices.

Chaskel Chemical Works

265 West Broadway, New York

CIGAR BOXES

PRINTERS OF ARTISTIC CIGAR LABELS

SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA

SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES

CIGAR RIBBONS

Growers and Packers of
HIGHEST GRADES
CONNECTICUT HAVANA SEED

The Krohn Tobacco Co.
(of WINDSOR, CONN.)

Our Plantations are in the most famous growing section
Fine Handling Superb Quality

Address: F. B. GRIFFIN, Manager, NORTH BLOOMFIELD, CONN. —OR— A. H. REEDER, President, P. O. BOX 574, DAYTON, O.

Established 1895 Telephone Connection
T. L. ADAIR
Manufacturer of
Fine Cigars
Red Lion, Pa.
Special Lines for the Jobbing Trade

W. W. STEWART & SON
Reading, Pa.
Makers of the

JOHN HAY
LADY HELEN
10c.
JOHN HAY, Jr.
ELI PERKINS
5c.
High Grade Seed and Havana Cigars
Correspondence with Responsible Houses Solicited

L. J. SMITH & CO.
Wholesale
Cigar Manufacturers
and Dealers in Leaf Tobacco
Red Lion, Pa.

With Specially Designed Bands.
and **PAN ANNA**
5c. Cigars
TWO HAVANAS
Two for Five Cents
Correspondence with Responsible Houses solicited.
Private Brands made to order.

J. F. REICHARD
Wholesale Dealer in
LEAF TOBACCO
of All Grades
Craley, Penna.

SMITH BROS.
Brokers in Domestic and Imported LEAF TOBACCO
No. 17 Charter Street, Dayton, O.
Ohio Goods Our Specialty

THE TOBACCO THRIPS

By W. A. Hooker, Bureau of Entomology, U. S. Dept. of Agriculture.

(Continued from last week)

ORIGIN AND DISTRIBUTION.

As soon as possible after reaching Quincy, specimens of the tobacco thrips were collected and sent to Dr. W. E. Hinds, an authority on this group of insects. He found that they represented a new species and has named and described them.

This insect was taken by the writer at Nacogdoches, Tex., on shade tobacco, as well as at Quincy, Fla. In April adults and larvæ were taken in large numbers on cocklebur (Xanthium glabratum) growing in the shade fields and in smaller numbers on dewberry, mustard, and shepherd's purse blossoms.

It has been taken by the writer at Dallas, Tex., in both winged and wingless forms, on Johnson grass (Sorghum halepense) in March. It would seem, therefore, to be a general feeder and widely distributed through the Southern States.

Wingless females appear in May and seem to predominate by the latter part of that month.

This species may be readily distinguished from Euthrips tritchi Fitch by its color, which is brown, that of tritchi being yellow. Differences in structure by which the species may be readily separated are found in the postocular spines, those of nicotianæ being weak and inconspicuous, while those of tritchi are quite prominent. On the wings prominent differences are found in the number of spines on the veins, the costa of nicotianæ bearing from 19 to 24, the fore vein 13 to 18, and the hind vein 10 to 12, while in tritici the costa bears from 26 to 28, the fore vein 20 to 22 and the hind vein 15 to 18.

HABITS.

Feeding.- When examinations were first made, April 7, the adult thrips were found feeding in the seed beds on the upper surface of the young tobacco plants and in the field on the upper surface of the leaves of young cocklebur weeds. In the larval stage they feed on the lower surface of the leaves of tobacco and weeds, but as they become adult seem to prefer the upper surface, a habit which is very favorable for remedial treatment, as they can then be reached much more readily by sprays. To determine the attractiveness of tobacco the experiment was tried of transplanting, young tobacco plants into a field that had been prepared ready for transplanting, but in which weeds, consisting of cockleburs and grass, were to be found.

In order that thrips might not accidentally be taken from the seed beds on the plants, the latter were dipped in a solution of kerosene emulsion and this washed off with water. Fifteen plants were set in a 2-acre field at intervals of 4 and 8 rods. The day following was rainy and unfavorable to movement of the thrips, but the second following day was pleasant. In the afternoon of the second day an examination was made, and four plants were found to have been covered with dirt in the ridging for setting the field. Of the eleven remaining four plants were found without thrips, five with one each, one with two, and one with three. From this it would seem that the thrips are quite strongly attracted from the weeds in the field to the tobacco.

As the thrips commence feeding and breeding on the young plants the lower or sand leaves receive the greatest amount of injury. From the lower leaves they gradually work up the stalks to the leaves above, until at harvesting time they have reached half way up. In attacking a leaf they first appear feeding near the tip, and gradually work toward the stem. It may be well to note here that the leaves are harvested by picking—called "priming"—as they ripen, and that the stalks often reach the slats or cloth 9 feet from the ground. In the early stages of the tobacco the thrips are found on that grown in sun and shade alike, but as the sun tobacco thickens up they seem to leave it and are found in numbers only on the shade grown tobacco. In a field in which Cuba and Sumatra varieties were grown together the thrips were found to be equally injurious to both.

Jumping.—When disturbed, the adults have the habit of jumping and have thus been mistaken by some for small fleas. This characteristic is typical of the genus to which the tobacco thrips belongs. The motion seems to be produced by a combined movement of the wings and abdomen.

Flight.—The closely related wheat thrips takes flight readily, but the tobacco thrips apparently does not do so. Notwithstanding all the observations he has made, the writer has as yet failed to see it take wing, and its power must be limited.

FOOD PLANTS.

The tobacco thrips seems to be a general feeder, as adults were taken in April on blooms of dewberry (Rubus sp.), shepherd's purse (bursa bursa-pastris), and mustard (Brassica sp.). Adults and larvæ were taken on oats, wheat, cocklebur as well as on tobacco.

LIFE HISTORY.

Methods of study.—In order to determine the life cycle, adult thrips were confined in small wide mouth vials on parts of tobacco leaves for periods of twelve and twenty-four hours, but repeated attempts failed to induce them to oviposit. The parts of tobacco leaves were thereupon replaced by small bean pods, with the result that oviposition soon took place. Absorbent cotton was used as a stopper for the vial in order to keep the moisture from forming on the inside and thus catching the young thrips, which readily succumb when so caught.

HUNTER—A Nickel Cigar
Has won many races for dealers.
Try it.

Telephone Call, 432—B
Office and Warehouse:
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLY & CO.
Growers and Packers of
Fine Cigar Leaf Tobacco
Fine B's and Tops Our Specialty
Critical Buyers always find it a pleasure to look over our Samples
Samples cheerfully submitted upon request
P. O. Box 96

J. K. LEAMAN
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
United 'Phones *LANCASTER, PA.*

J. W. BRENNEMAN
Packer and Dealer in
Leaf Tobacco
Packing House, Millersville, Pa.
Office and Salesrooms,
110 and 112 West Walnut St.
LANCASTER, PA. United Phones

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

MILTON H. RANCK
Packer of
Penna. Broad Leaf
Dealer in All Grades of
Domestic Cigar Leaf Tobaccos
201 & 203 N. Duke Street
LANCASTER, PA.

H. H. MILLER
Light Connecticut Wrappers and Seconds
Fine Georgia and Florida Sumatra
IMPORTED SUMATRA AND HAVANA
AND MUCH
Fine Binder and Filler Stock
327 and 329 North Queen Street
LANCASTER, PA.

B. F. GOOD & CO.
PACKERS and DEALERS in **Leaf Tobacco**
142 North Market Street
LANCASTER, PA.

The York Tobacco Co.
Packers and Jobbers in All Grades of
LEAF TOBACCO
Office and Warehouse, 15 East Clark Avenue
Manufacturers of Cigar Scrap Tobacco
York, Pa.

W. B. HOSTETTER & CO.
Packers and Dealers in
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Rear of 144 West Market Street, on Mason Avenue,
York, Penna.
We Make SCRAP FILLER for Cigar Manufacturers.

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO
Jobber in Sumatra, Florida Sumatra and Havana
Lemon and Arch Sts. **Lancaster, Pa.**

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

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Chicago, 55 Fifth Avenue. E. E. THATCHER, Mgr.
San Francisco, 320 Sansome Street. L. S. SCHOENFELD, Mgr.

H. F. KOHLER
Nashville, Pa.
Maker of HIGH GRADE, HAND MADE
Seed and Havana and Fine Nickel **Cigars**
For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited

O. L. SCHWENCKE LITHOGRAPHIC CO
CLARENDON ROAD & E. 37TH ST. BROOKLYN, N. Y.
FINE CIGAR LABELS
BANDS & EDGINGS
PRIVATE BRANDS OF ORIGINAL DESIGN
BRANCHES: CHICAGO, SAN FRANCISCO

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

Life cycle.—The life cycle of this species is found to be quite short and very similar to that of the closely related wheat thrips, Euthrips tritchi. In May and June only twelve or thirteen days are required for its completion. In the tobacco fields the eggs appear to be deposited in the tissues on the under surface of the leaf. In May and June the incubation period for eggs laid in confinement in young bean pods seems to average about four days. The larvæ, upon hatching, feed on the under surface of the leaf; during this stage, which lasts seven days, and before changing to pupæ, they molt twice. When about to pupate the larvæ crawl to some obscure nook; there they remain inactive, without feeding, during the pupal stage, which lasts two days. The adults, on emerging, have a yellowish color, which in a few hours turns to a normal brown. As adults the thrips crawl to the upper surface of the leaf and commence feeding.

Hibernation.—The tobacco thrips appears to hibernate in the adult stage. When the fields were visited, the latter part of October, not a specimen could be found, although another thrips (Chirothrips crassus Hinds), which were taken in large numbers in sheaths of grass found growing in the tobacco fields, was at first mistaken for the tobacco thrips. Mr. W. W. Cobey informed the writer that he had observed the tobacco thrips on the leaves of cocklebur about October 10, previous to a cold spell. Thus it would seem that the thrips goes into hibernation after the first approach of cold weather.

(Continued next week)

TOBACCO BREEDING.

By A. D. Shamel and W. W. Coby, Bureau of Plant Industry, U. S. Dept. of Agriculture.

(Continued from last week)

About the time of the Cuban revolution it became apparent that the supply of Cuban grown tobacco for the use of cigar manufacturers in the United States might become limited by reason of the unfavorable conditions for tobacco growing then prevailing in Cuba. Under these circumstances it was thought to be a propitious time to introduce the growing of Cuban tobacco in Southern Florida, where the conditions of climate and soil were believed to be similar to those of Cuba. Considerable public interest was aroused in this project, and as a result large quantities of Cuban grown seed were secured and planted in certain sections of Florida. The crops raised from this seed proved to be a disappointment to the growers. The change of soil and climatic conditions resulted in the breaking up of the type of the Cuban variety into a large number of sorts, some of which were desirable, while others were undesirable. Many of the plants developed a branching habit of growth, bearing very small undesirable leaves of poor quality, resulting in a very low yield of an inferior tobacco. One of the main causes of failure was the lack of understanding on the part of the growers of the effect of the change of conditions on the type of tobacco and their neglect to appreciate the necessity of securing strains of plants by seed selection of the desirable types adapted to the particular conditions of soil and climate in Southern Florida. If the acclimatization of these strains had been accomplished by seed selection in small fields, with little loss to the growers, the strains could have been grown on a more extensive scale with better chances of success.

In order to illustrate the necessity for the acclimatization of a variety of tobacco before it is grown on an extensive scale, the successful experiments of the Bureau of Soils in the introduction of Cuban tobacco in Texas may be cited. After a previous unsuccessful attempt by farmers in Texas to grow Cuban tobacco from freshly imported Cuban seed the Bureau of Soils began systematic experiments in growing small fields of tobacco and saving the seed of the most desirable plants according to the methods described in this

Constitution Seed and Havana Cigars
Made in the good old way.
EL DRACO CIGAR MFG. CO., PHILA.

A. HUSSEY LEAF TOBACCO CO.

THE BEST ORGANIZED MOST COMPLETE AND LARGEST MAIL ORDER LEAF TOBACCO ESTABLISHMENT IN AMERICA
NEW YORK
CHICAGO
ST. LOUIS

BRBANDS:
"MANO" 10c. Cigar
"MODJESKA"
"LANGATA"
"LA MANO"
5c. Cigars

JOHN D. LONG
OFFICE: No. 118 Mifflin Street
Manufacturer of **Cigars**
FACTORY: Cor. Maple & Plum Aves.
Lebanon, Penna.
A Specialty of Private Brands. Telephone Connection Samples Sent to Responsible Houses.

HERMAN DELLE
York, Penna.
Maker of
Delman 10 and 5c.
Herdel 5c.
Alex. Martin 5c.
UNION MADE
CIGARS
Sold to Wholesale & Jobbing Trade only
Samples to Responsible Houses

Bear Bros.
Manufacturers of
FINE CIGARS
R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades
Correspondence solicited
Samples on application
Brands: *The* **Bear,** *The* **Cub, Essie,** and **Matthew Carey**

C. E. MATTINGLY & CO.
Manufacturers of
High Grade Union Made
5c. Cigars
FOR THE Wholesale Trade Only
Union Chief
Supreme Union

McSherrystown, Pa.

El Ono
Union Made
5-Cent Cigars
are as Good as Cigars Can be Made
Chas. A. Oberly, Maker
LEBANON, PA.

Cigars of Quality Sell and Repeat.

Try
THE DOCTOR
5c. Cigar
WALTER S. BARE,
Lititz, Penna.
Maker of
High Grade Cigars Exclusively.

GEO. W. PARR
Manufacturer of **FINE CIGARS**
Littlestown, Pa.
MAKER OF
5c. {**THE FERNSIDE**} 5c.
Sold to the Jobbing Trade only
Correspondence invited

W. R. DAUGHERTY & BRO.
Dallastown, Pa.
Manufacturers of
Fine Domestic Cigars
Highest Quality Finest Packages
Wholesale and Jobbing Trade only
Correspondence with Active Houses Invited

R. E. JACOBY
Wholesale Manufacturer of Strictly Uniform Quality of
High Grade Seed and Havana
Cigars
Rothsville, Pa.
Correspondence with the Wholesale and Jobbing Trade Invited

Established 1870 Factory No. 79
S. R. KOCHER
Manufacturer of
Fine Havana Cigars
and Packer of
Leaf Tobacco
WRIGHTSVILLE, PA.

H. G. BARNHART
Cigar Manufacturer
Springvale, Pa.
One of Our Leading Brands:
Cuban Duchess
Only High Grade Tobacco Used
Cigars always duplicate

T. A. MYERS & CO.,
CIGAR BOX EDGINGS
YORK, PENN'A.

SAMUEL FREY
Craley, Pa.
Manufacturer of Cigars for the Wholesale Trade
OLD JUDGE, THE CYCLONE } 5c. MILD AND PLEASANT, BROWN BUCK (Banded) } 2 for 5c.
ALLEN GOODRICH, 3c.
Samples to Responsible Houses

They Smoke It and Come Again

BLEND, QUALITY and WORKMANSHIP to Please the Most Critical Smokers
Manufactured for Jobbing Trade Only
The Toedtman Cigar Co.
Makers of the Highest Grade of 5c. Cigars Exclusively
MIAMISBURG, OHIO.

The American Tobacco Co.
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
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Newsboy Plug
Drummond Natural Leaf Plug
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Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

bulletin. In these crops certain plants were found which produced leaves possessing the flavor and aroma desired in a high grade filler tobacco. The seeds from these plants were saved under bag, and their product has been found to possess the desirable characters of the parent plants. The tobacco has been sold at profitable prices, and the area devoted to the growing of this crop is being gradually extended in order to meet the demands of the manufacturers for this grade of filler tobacco. In Northern Florida the tobacco growers, as a result of their experience with the imported Sumatra seed, experimented in growing, in the open, small fields of a cigar filler tobacco of a variety the seed of which was originally introduced from Cuba. This variety of Florida filler tobacco is now being grown extensively and profitably in that section.

The best illustration of the effect of a change of climatic and soil conditions upon the character of a variety of tobacco is found in the experience of tobacco growers in the Connecticut Valley in the planting of Florida-grown Sumatra seed and seed of the Sumatra variety imported from the island of Sumatra. As discussed in an article upon the improvement of tobacco by breeding and seed selection in the Year-book of the Department of Agriculture for 1904, tobacco growers in the Connecticut Valley in the seasons of 1901 and 1902 grew extensive crops from seed introduced from Florida and Sumatra. In a careful examination of these fields it was found that the change in conditions had resulted in the breaking up of the type of the variety, so that several distinct types of tobacco were found growing in the same fields. Some of these types of plants produced well rounded leaves, with fine venation and elasticity, strength, gloss, grain, and other characters necessary in a high grade cigar wrapper tobacco. However, many of the types of plants produced long, narrow, coarse, pointed leaves, wholly unsuited for cigar wrapper manufacture. In the case of another inferior type it was found that the leaves would not burn, although the remaining characters were those of a desirable grade of tobacco. It was impossible to sort out this type, even by the most careful inspection of the crop, and, as a result, when the manufacturers wrapped cigars with leaves of this type and found that the wrapper would not burn, the quality of the entire crop was condemned. Certain other types of plants produced leaves of such thin texture or light body that when wrapped on cigars and allowed to dry out the wrapper frequently broke, or when the consumer carried the cigars in his pocket the wrappers were easily injured.

One of the most striking types of plants produced in the crops grown from this imported seed was the Belgian type. In this case the plants bore leaves measuring from 30 to 46 inches long and only 5 to 10 inches wide. These leaves were pointed in shape, with coarse, angular veins, and as the cured tobacco lacked the appearance necessary for a cigar wrapper tobacco its production was a total loss to the growers. The variation in type was accompanied by differences in time of maturity, so that the cost of the growing and harvesting of these crops was greater than in the case of uniform crops. The mixture of types was accompanied by great variation as regards the individual plants of each type. In many cases plants bearing 25 leaves were found growing by the side of plants producing 10 leaves. Marked variations in size and shape of leaves and in the number of suckers borne by the individual plants were observed, and as a result it was found that the comparatively small number of desirable types could not make up for the loss in the production of undesirable and worthless grades of tobacco. As a natural consequence of this condition the extensive culture of this variety of tobacco from imported seed has been abandoned, and the growers now have small fields and are selecting those plants producing the most desirable grade of cigar wrapper tobacco with a view to securing strains which are adapted to the conditions of the Connecticut Valley. In the experimental fields of the Bureau of Plant Industry, covered with cloth shade, where seed of desirable plants has been saved under bag for three seasons, uniform strains which are absolutely free from the unusual or distinct types observed in the fields from which the original selections of seed were made, have been produced.

(Continued next week)

RUTHERFORD CLEAR HAVANA LEADER
from the factory of
El Draco Cigar Mfg. Co., Philada.

J. H. LIEFTINCK & ZOON
Sworn Tobacco Brokers
Office and Sample Rooms:
Brakke Grond and Frascati,
AMSTERDAM, HOLLAND.

STOKHUYZEN & BROM
Sworn Tobacco Brokers
Office and Sample Rooms:
Nos. 84–86 (Opposite Frascati),
AMSTERDAM, HOLLAND.

NIENHUYS & HESTERMAN
Sworn Tobacco Brokers
Brokers to the Deli Maatschappy
AMSTERDAM, HOLLAND
Office and Sample Rooms:
87 Rokin & 100 Nes, opposite Frascati

Color and Cancelling Stamps
Lead Seals and Stencils
QUAKER CITY STENCIL and STAMP WORKS
Incorporated
234 Arch St., Philadelphia

E. S. SECHRIST,
Dallastown, Pa.
Manufacturer of
Fine and Common Cigars
Established 1890
Capacity, 20,000 per Day

E. A. CÁLVES & CO. ....IMPORTERS of C HAVANA, 123 North Third Street PHILADELPHIA

HIGHEST AWARD AND GOLD MEDAL FOR EXCELLENCE AND QUALITY OF STOGIES, AT WORLD'S FAIR, ST. LOUIS, 1904

Factory No. 1645. Capacity 50,000,000 a Year

WE MAKE THE CUBAN EXPORT, BULL'S EYE, ROYAL BLUE LINE, CYCLONE AND BIG STOGIES. First Quality, Long Filler, Hand Made

JOHN SLATER & CO.
MANUFACTURERS OF
Hand-Made, Long Filler and Mold Stogies

OUR OTHER BRANDS
NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.

Factory: LANCASTER, PA.

Business Changes, Fires, Etc.

California.

San Jose.—E. S. Snell, cigars, dead.

Connecticut.

Bridgeport.—Samuel Fogel, cigars, etc., bill of sale.

District of Columbia.

Washington.—Herbert E. Woodbury, cigars and tobacco, bill of sale to Albert Herman, $2,250.

Illinois.

Chicago.—Clarence L. Huckins, wholesale cigars, dead.

Rock Island.—E. W. Marvin, cigars, discontinued.

Indiana.

Huntington.—H. M. Whitecar, cigars and confectionery, assigned.

Iowa.

Lyons.—I. J. McCauliff, cigar manufacturer, consolidated with E. H. Kramer as Kramer & McCauliff.——Nick Simons, cigars, sold out.

Massachusetts.

Lawrence.—Frank W. Chase, cigar manufacturer dead.

Michigan.

Cassopolis.—G. E. Harmon, cigars, etc., chattel mortgage, $525.

Minnesota.

Duluth.—Charles G. Sliger, cigar manufacturer, real estate mortgage, $1,000

Montana.

Stevensville.—F. W. Flowers, cigars, confectionery, etc., dead.

New York.

City of New York.—Kahn & Heine, cigar manufacturers, dissolved; succeeded by Bernard L. Heine.

Ohio.

Cincinnati.—Charles Boalt Tobacco Co., (not inc.), manufacturers, succeeded by the Charles Boalt Tobacco Co.

Germantown.—C. W. Clark, cigar manufacturer, discontinued.——Charles Rowe, cigar manufacturer, discontinued.——Robert J. Shuey, cigars and confectionery, discontinued.——J. B. Shaw, cigar manufacturer, discontinued.——Twin Valley Cigar Co., manufacturers, discontinued.

Pennsylvania.

Scranton.—Harry Danvers, cigars and billiards, sold out.

Rhode Island.

Newport.—Zarr & Farmer, cigars, bowling and billiards, chattel mortgage, $500, discharged.

Washington.

Spokane.—W. F. Hood, cigars, tobacco, etc., deed, $400.

Tacoma (South).—E. G. Edgar, cigars, confectionery, etc., sold to Charles A. Gustafson.

West Virginia.

Moundsville.—A. J. Seamon, cigar manufacturer, incorporated.

Racine.—M. J. Hermans Cigar Mfg. Co. (not inc.), Martin J. Hermans dead.

Wisconsin.

Sheboygan.—H. C. Wiehn, cigars and tobacco, warranty deed, $1,400.

PATENTS RELATING to TOBACCO Et.

854,191 Tobacco booker; Robert E. Anger, Weyauwega, Wis.

854,140 Cigarette making machine; Louis B. Barron, London, Eng.

854,579 Match box; James W. Hurd, Dona, Va.

854,384 Bag for pulverizing sliced plug-cut tobacco; George S. Ross, Riverside, Ill.

—Fred Stussy, cigar manufacturer at Eau Claire, Wis., has secured new quarters at 308 Madison street, where greatly increased facilities are at his command. Mr. Stussy has on the market several brands that have won for him an enviable reputation. He is confining himself to manufacturing in a wholesale way, and supplies his product direct to the retail trade.

—Colfax Tobacco Warehouse Co., with a capital of $3,000, has been incorporated by George F. Vorland, Ben Bjornson and A. A. Anderson, of Colfax, Wis.

—Auburn Tobacco Co., of Auburn, N. Y., has been incorporated, with a capital of $40,000, by Edward A. Ross, Chas. I. Avery, of Auburn, N. Y., and Jonathan Vipond, Jr., of Scranton, Pa., to manufacture tobacco, etc.

—A new cigar factory building is being erected at Minoqua, Wis., 20 by 40 feet, which when completed will be occupied by R. C. Wasserburger.

HUNTER BEST FOR A NICKEL
is all to the front; made by
EL DRACO CIGAR MFG. CO., Philada.

Porto Rico Cigar Co.
Red Lion, Pa.
WHOLESALE CIGAR MANUFACTURERS
Major Paul, Lord Selkirk, Arrow Point } 5c.
Tom Lewis—2 for 5c.
Wholesale and Jobbing Trade Only

SOMETHING NEW AND GOOD
WAGNER'S
CUBAN STOGIES
Manufactured Only by
LEONARD WAGNER
Factory No. 2 707 Ohio St., ALLEGHENY, PA

GEO. STEUERNAGLE
THE CELEBRATED

Manufacturer of
Pittsburg Stogies
Goods sold direct to Jobbers and Dealers
5143 Penn Ave., Pittsburg, Pa.

HAROLD FRIES

FRIES & BRO.
92 Reade St., NEW YORK
The Oldest and Largest House in the Trade. Manufacturers and Introducers of the . . .
WORLD-RENOWNED
SPANISH BETUNS
Only Non-Evaporating
Cigar and Tobacco Flavors
SWEETENERS, ETC.
Sample Free The Most Popular Flavor since 1865 Please Write for Them
Guaranteed to be the Strongest, Cheapest, and Best

WM STEINER, SONS & CO.
Lithographers.
116-122 E. 14TH ST. NEW YORK.
BRANCH FACTORY 540-550 W. 58TH ST. N.Y.
CATALOGUES OF OUR STOCK CIGAR LABELS, FLAPS, BANDS, ETC., ETC., SENT GRATIS UPON REQUEST PREPAID
WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

NEW ORLEANS. SAN FRANCISCO
CIGAR LABELS
American Lithographic Co.
CHICAGO. NEW YORK. CINCINNATI

A. KAUFFMAN & BRO.,
CIGAR BOXES
YORK, PENN'A.

LABELS
"Cigar Ribbons Silk Imitation & Muslinola Ribbon"
CORRESPONDENCE SOLICITED
KEYSTONE VARIETY WORKS HANOVER, PA. ESTABLISHED 1890
GIVE US A TRIAL WE WANT YOUR OPINION
Printed or Stamped in Gold or Silver
BANDS
STOCK CARDS

Special Designs — Engraving Embossing
H. S. SOUDER
MAKER OF
CIGAR BOXES LABELS
Telephone
SOUDERTON, PA.
Private Designs a Specialty — Metal printed Labels

Established 1877 — New Factory 1904

H. W. HEFFENER
Howard and Boundary Aves.
YORK, PA.
Steam Cigar Box Manufacturer
DEALER IN
CIGAR BOX LUMBER, LABELS, RIBBONS, EDGINGS, BANDS, ETC.

Weidman Bros. & Moyer
Manufacturers of
Cigar Boxes
Special Attention to GOLD LEAF EMBOSSING HIGH GRADE Work
Factories:
Womelsdorf, Pa., Sinking Spring, Pa.
Established 1891

INLAND CITY CIGAR BOX CO.
Manufacturers of
Cigar Boxes and Shipping Cases
Dealers in
Labels, Ribbons, Edgings
716—728 N. Christian St. LANCASTER, PA.

ADEN BUSER Manufacturer of
Dealer in LUMBER LABELS EDGING ETC.
Cigar Boxes and Cases
R. F. D. No. 3
YORK, PENNA.

MINNICH BALING PRESS

Patented March 9, 1897
For All Kinds of Products Requiring Baling
TOBACCO STEMS, PAPER, COTTON, Etc.
Specially Constructed ..PRESSES..
For Leaf Tobacco Packers
Warranted to do more and better work in a given time, with less labor than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.
MINNICH MACHINE WORKS
Landisville, Lancaster Co., Pa.

—Established 1834—
WM. F. COMLY & SON
Auctioneers and Commission Merchants
27 South Second Street
PHILADELPHIA
Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited — Advances Made
Settlements Made on Day of Sale

Patents *Caveats, Trade Marks, Design-Patents, Copyrights, etc.*
Correspondence Solicited
JOHN A. SAUL
Le Droit Building, WASHINGTON, D. C.

METAL EMBOSSED LABELS — METAL PRINTED LABELS
ENGRAVING — EMBOSSING
H. J. Fleischhauer
CIGAR LABELS
238 Arch Street, Philadelphia.
TELEPHONE 1561
LITHOGRAPHING — SPECIAL DESIGNS

JACOB G. SHIRK
Lancaster, Pa.
JOBBER and DEALER in PRODUCTS of
American Tobacco Co.
American Cigar Co. American Stogie Co.
Luhrman & Wilburn Tobacco Co.
Blackwell Durham Tobacco Co.
Spalding & Merrick Tobacco Co.
IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds
Are the **CIGARS** of the following Registered Brands.
"Brilliant Star" Clear Havana . . 10c.
"S. B." Half Havana . . . . . 5c.
"S. B." Little Havanas . . . . . 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made **2 for 5c.**
Special Brands Made to Order
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here — We Will Save You Money

For Sale by All Dealers
VIRGINIA — PERIQUE

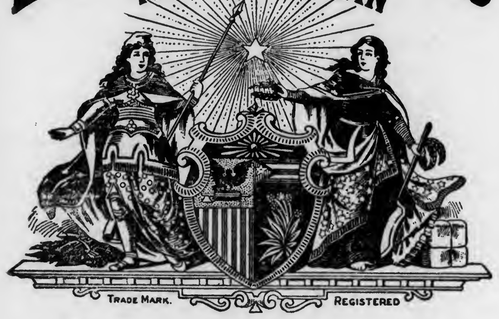
MIXTURE
The **AMERICAN TOBACCO CO., NEW YORK**

E. A. CÁLVES & CO. <C> HAVANA, 123 North Third Street
....IMPORTERS of PHILADELPHIA

THE TOBACCO WORLD

"AS GOOD AS THE NAME"

E. REGENSBURG & SONS
THE AMERICAN



HAVANA CIGARS
NONE GENUINE UNLESS BEARING THIS BAND
WITH OUR TRADE MARK IN COLORS
E. REGENSBURG & SONS THE AMERICAN

BEWARE OF IMITATIONS.
ON SALE EVERYWHERE

Constant Growth
signifies
Constant Merit!

Cigars that hold the confidence of their smokers pay dealers best.

DIAMOND JOE CIGAR FACTORY brands stand pre-eminently in a class of their own

H. FENDRICH
Evansville, Ind.

WARREN BECK & BRO.
Ten-Cent Brands:
Duke of Westminster
Admiral Gherardi
Gen. Warren
La Responder Marcana
La Cantidad
Cigar Manufacturers
York, Pa.

Michael Hose A. F. Brillhart
Dallas Cigar Co.
Manufacturers of CIGARS & Dealers in
LEAF TOBACCO,
Dallastown, Penna.

For Gentlemen of Good Taste
SAN FELICE
5c. A HIGH GRADE CIGAR FOR 5c.
Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States
SEND FOR CATALOGUE AND PRICES
THE DEISEL-WEMMER CO., Makers
LIMA, OHIO

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Established in 1881. Vol. XXVII., No. 23. | PHILADELPHIA and NEW YORK, JUNE 5, 1907. | One Dollar per Annum. Payable in Advance.

Philipp J. Kolb & Co.
Importers & Packers
OF
LEAF TOBACCO
310 Race Street Philadelphia

• CENTRAL UNION •
No other brand of Tobacco has grown so quickly in public favor
Reasons:
Quality Price
Union Label
Friendly Dealers' Aid
and
Tobacco Trust's Hostility

United States Tobacco Co.
Richmond, Va.

SUMATRA TOBACCO

New SUMATRA TOBACCO Crop

Samples gladly submitted on application

2,600 Bales Purchased at the First Four Inscriptions

H. DUYS & CO.
No. 170 Water Street, NEW YORK
De Amsterdamsche Tabakshandelmaatschappij, Amsterdam, Holland

Growers and Packers of
FLORIDA TOBACCOS
Write for Samples
SCHROEDER & ARGUIMBAU
178 Water Street, New York

E. A. CÁLVES & CO. <C> HAVANA, 123 North Third Street
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"AS GOOD AS THE NAME"

E. REGENSBURG & SONS

THE AMERICAN

TRADE MARK. REGISTERED

HAVANA CIGARS

NONE GENUINE UNLESS BEARING THIS BAND — WITH OUR TRADE MARK IN COLORS

BEWARE OF IMITATIONS.

ON SALE EVERYWHERE

Constant Growth
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For Gentlemen of Good Taste
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Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States
SEND FOR CATALOGUE AND PRICES
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Growers and Packers of
FLORIDA TOBACCOS
Write for Samples
SCHROEDER & ARGUIMBAU
178 Water Street, New York

INTENTIONAL SECOND EXPOSURE

CHARLES M. GUDKNECHT, PRESIDENT

LA HILDA CIGAR FACTORY
(INCORPORATED)
MANUFACTURERS AND IMPORTERS
231 CHESTNUT STREET
CORRESPONDENCE SOLICITED PHILADELPHIA

(LORD LANCASTER, 10c.)
Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
(NICKELBY, 5c.)

SUPERIOR Quality and Workmanship

Factory No. 968, First District Penna.

Guaranteed Strictly Hand Made
Imported Sumatra Wrapper Long Havana Filler

HENRY HEYMANN'S SONS, INC.
MAKERS
Sinking Spring, Pa.

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

"As good as the best; Better than the rest."

5-cent La Volga Cigar

Walder & Stein, Makers, Philadelphia
Fifteenth and McKean Streets

Factory 1839, First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
All Jobbing Houses

Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U.S.A.
Sole Owners and Manufacturers.

THE TOBACCO WORLD

Vol. XXVII., No. 23 PHILADELPHIA, JUNE 5, 1907 One Dollar the Year

ATTEMPTS TO EVADE REVENUE.

Peddlers Said to be Plying Their Trade at Night, Carrying Untaxed Stogies With them. Decreased Output Shown. Empty Boxes Refilled.

Pittsburg, Pa., May 31.

A systematic attempt to defraud the Government of revenue tax, it is said, has been unearthed here. It is charged that certain Russian manufacturers of stogies are peddling goods under cover of night without paying the usual tax and are underselling the legitimate manufacturers. It is charged that their customers are principally Italian fruit dealers. Their method is to carry loose stogies in satchels or other packages, fill up empty boxes and give the buyer the benefit of the revenue tax. The manager of a large local concern declares that he has offered to furnish the names of at least 25 persons who are engaged in this work, but that certain local Government officials laughed at him and said nothing could be done.

It is said to be significant that the published records of the internal revenue department at Washington show that there has been a falling off in the manufacture of stogies in the Twenty-third District, which includes territory embraced in 23 counties between Erie and Altoona, of about 9,600,000 for the year, and this has started manufacturers guessing. No reason can be assigned for it and no statement of the shrinkage can be obtained from the local revenue office, because it was stated that strict instructions had been issued at Washington to give out no information. Local revenue officers deny that their attention had been called to any systematic plan to defraud the Government in the manner stated, and said they would be only too glad to cause the arrest of the guilty if the names of the persons could be furnished. The offense is punishable by a heavy fine and imprisonment.

The Government tax on tobies is $3 a thousand, so it is contended that if the law is being violated it means quite a saving to persons unscrupulous enough to take advantage of the Government. Another reason assigned for the falling off in the manufacture of stogies in the Twenty-third District was the agitation against the sweat shops of Pittsburg, many persons having refused to buy stogies because of the alarming reports published about the conditions under which some of them are made. The last published report of the internal revenue receipts showed the decrease in production of this district to be almost 10,000,000 for the year, but showed an increase for March of about 1,400,000.

Local cigar dealers assert that there is not as large a demand for stogies as there has been, because more persons are now smoking cigars, and because most dealers sell stogies three for five cents, doing away with the four for five cent article. On the other hand, it is said the legitimate manufacturers are receiving increased orders and are almost unable to supply the demand.

ACTING COMMISSIONER RECONSIDERS RECENT RULING

Forbidding Issue of Monthly Reports of Sales of Revenue Stamps. They Will be Furnished as Heretofore, with a Trifling Exception.

Washington, D. C. May 31, 1907.

After diligently searching the law applicable to the recent ruling of Acting Commissioner Williams, and failing to find sufficient authority, he has practically revoked his action as contained in circular No. 485, issued under date of May 10, 1907, modifying it as follows:—

"Circular of May 10, 1907, is hereby modified so as to permit collectors of internal revenue to furnish a monthly statement of stamp sales in districts where manufacturing taxpayers are so numerous as to preclude the possibility of determining from such statements the output or operation of individual manufacturers. Collectors are warned, however, that no such statement should be furnished for any district where by reason of a consolidation of sales of separate factories controlled by one person, a combination of persons, a corporation or a company, the operations or output of any individual manufacturer may be disclosed."

The strong criticism which was brought about by the promulgation of the obnoxious order and the energetic protests of trade organizations and individuals had much to do with the decision of the Acting Commissioner in rescinding the ruling prohibiting the giving out of monthly returns by internal revenue collectors of the sale of stamps for cigars, tobacco, etc., but he was more particularly governed by the fact that he found his position untenable and not fully warranted by the internal revenue regulations. However, all is well that ends well, and the trade will no doubt be content with its victory.

[Note.—We direct attention to the letter forwarded to Acting Commissioner Williams by President Cullman, of the National Cigar Leaf Tobacco Association, which will be found in this issue, and which was in type at the time the above correspondence was received. It is well worth careful reading by everyone interested in the matter.—Ed.

FATALLY INJURED AT FIRE IN THEIR SUMMER HOME.

Walter A. Schiffer and His Two Daughters Lose Their Lives as a Result of the Burning of Their Cottage at Long Branch.

New York, June 1, 1907.

More heartfelt sympathy was never shown for any member of the trade than was expressed this week for Walter A. Schiffer, secretary of the United Cigar Manufacturers' Co., who suffered the sad bereavement of the loss of two children, who were burned to death in a fire which completely destroyed their summer home at Long Branch, on Thursday night last. The cottage which had been leased for the season, and was one of the handsomest in the place, caught fire late in the evening, after the household had retired. Originating in the kitchen it spread with astonishing rapidity to other portions of the building, and Mr. Schiffer was one of the first to be awakened by the crackling of the flames.

With heroic effort he succeeded in awakening all the members of the household, but so much progress had been made by the flames that several of the occupants were compelled to jump from windows, and the strenuous efforts of Mr. and Mrs. Schiffer to rescue their family proved unavailing.

Their two young daughters, named Ruth and Marian, aged 14 and 12 years, respectively, succumbed to the injuries they received, shortly after being removed to the cottage of a neighboring doctor, where the parents are still under the physician's care.

Mr. SCHIFFER ALSO SUCCUMBS.

New York, June 3.

On Saturday morning Jacob Wertheim, president of the United Cigar Manufacturers' Co., telephoned to friends in New York from Long Branch (where he had gone to render whatever assistance he could) that Mrs. Schiffer was doing quite well, but that Mr. Schiffer's condition was very critical. At 11.30 a. m., on Saturday, when he was called up from New York, he announced that Mr. Schiffer had died a half hour previous.

It was a terrible blow to all of the several officers and hundreds of employes of the company with which Mr. Schiffer had been so promiently identified.

Mr. Schiffer was one of the most widely known and popular members of New York's coterie of tobacco men, and his loss is keenly felt throughout the entire country, as his friends were numbered by the thousand.

The triple funeral of Walter A. Schiffer and his two daughters was held today at Salem Fields Cemetery, and was attended by a large number of men prominent in the trade, who wished to render a last tribute of respect to the dead. The floral offerings were something magnificent, almost beyond the power of description.

He is survived by the widow and one young son. Mrs. Schiffer, at this writing, is said to be doing quite as well as could be expected.

Hernsheim's Building Withdrawn

New Orleans, La., May 30.

It leaked out among real estate men this morning that the American Cigar Company has been trying to sell the building on Magazine street occupied by its Hernsheim Branch, but that it had withdrawn the property from the market because conditions did not appear favorable for its sale.

In this desire to sell lies quite a story of development. Years ago, when the building at Magazine and Julia streets was put up, it was in the heart of a neighborhood of homes, which have gradually been replaced by manufacturing or other commercial establishments, thus forcing people employed in the immense cigar factory to live at a distance from their work. It seems to be the desire of the American Cigar Company to establish a modern factory of huge dimensions in a neighborhood wherein its employes may live.

At an opportune time, in the opinion of real estate men, the Hernsheim property will again be placed on the market and if it is possible to sell it to advantage, New Orleans may see one of the largest and best equipped cigar factories in the world rise up in its midst.

Another Florida Co. Incorporated

Findlay, O., May 31.

The Gadsden County Cigar Leaf Tobacco Company, of Findlay, was incorporated in Columbus Thursday with a capital stock of $10,000. This company, headed by John Schaefer and Crist Seib, began making cigars in this city seventeen years ago. The company has two small factories, one on Meeks avenue and the other in the alley between Cherry and Center streets.

While the factory is yet in its infancy so far as operations are concerned, the incorporation has put it on a foundation with prospects of its growing into a large concern. Last August the company purchased a tract of land in Gadsden county, Fla., on which it raises tobacco exclusively for the Findlay factory, although surplus stock will be disposed of to other concerns. Henry Schaefer and Richard Rieger are now on the Southern tobacco plantation cultivating this year's crop. However, the product will not be in working order until about the first of next year. The incorporators of the company claim that the price of tobacco has steadily advanced until they have been almost compelled to raise their own material or accept an inferior grade and change the quality of their manufactured product. The incorporators are John Schaefer, David A. Schaefer, C. Leib., Fred F. Schaefer and Herman O. Reiger.

—D. W. Linder, formerly engaged in the leaf tobacco business at Miamisburg, O., but who last fall associated himself with the Toedtman Cigar Co., also at Miamisburg, has withdrawn from the latter firm, and in conjunction with his son will again enter the leaf trade. They will erect a new warehouse on the Herman Tietig property recently purchased by them for that purpose.

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia

FOUNDED 1855

John T. Dohan — Wm. H. Dohan

SELECTED D & T VUELTA ABAJO

FLOR *de* D&T

DOHAN & TAITT

Importers of Havana and Sumatra

Packers of Leaf Tobacco

VUELTA ARRIBA

107 Arch St. PHILADA.

Established 1825

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LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

AND PACKERS OF

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

Julius Hirschberg & Bro.

Importers of Havana and Sumatra and Packers of Seed Leaf

Tobacco

125 North Third St., Philada.

L. BAMBERGER & CO.

Packers and Dealers in

Importers of HAVANA and SUMATRA SEED LEAF **TOBACCO**

111 Arch Street, Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N. Y.

The Empire Leaf Tobacco Co.,

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St., Phila.

K. STRAUS — A. LOEB

K. STRAUS & CO.

IMPORTERS OF

301 & 303 North 3rd St.

PHILADELPHIA.

Benj. Labe — Jacob Labe — Sidney Labe

BENJ. LABE & SONS

IMPORTERS OF

Sumatra and Havana

Packers and Dealers in **Leaf Tobacco**

228 North Third St., Philadelphia

LEOPOLD LOEB & CO.

Importers of **Sumatra** and **Havana**

and

Packers of **Leaf Tobacco**

306 North Third St., Phila.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of LEAF TOBACCO

238 North Third Street, Phila.

J. S. BATROFF

224 Arch St., Philadelphia

Broker in LEAF TOBACCO

E. A. CÁLVES & CO. <C> HAVANA, 123 North Third Street PHILADELPHIA
....IMPORTERS of
THE TOBACCO WORLD

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The preceding cut is a fac-simile, in its actual size, of the Precinta, or Warranty Stamp, which is used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that the Cigars, Cigarettes and Cut Tobacco packages which bear these stamps were made in Cuba.

Thus a copy of the Warranty Stamp, attached to any Box of Cigars and Cigarettes or to any Package of Cut Tobacco, means that those Cigars, Cigarettes and Cut Tobacco have been made in Havana, Cuba, with the Genuine Tobacco Leaf grown on the Island of Cuba.

DON'T FORGET THIS, IMPORTERS, DISTRIBUTORS and RETAILERS.

THE COLORS OF THE PRECINTA:—Black with Pale Blue Ground; fac-simile of the Seal of the Presidency of the Republic, Sky Blue.

NATIONAL ASSOCIATION PRESIDENT PROTESTS

Against Edict of Acting Commissioner of Internal Revenue Forbidding Publication of Monthly Statistics of Prouduction of Cigars, Tobacco, etc.

Washington, D. C., May 31, 1907.

An order recently issued by Acting Commissioner Williams, of the Internal Revenue Department, by which collectors of internal revenue are forbidden to furnish the trade or daily press with figures showing the sales of revenue stamps for cigars, tobacco, cigarettes, etc., which he alleged was a technical violation of the law, has attracted a great deal of attention from the trade and the press. Severe criticism has been made and some strong protests have been filed against the bureaucratic action by a servant of the people's government, not only because it has become a time-honored custom, but because there is a law to govern the Acting Commissioner's action in the matter of publicity of the official returns to the the Government for the sale of cigar, tobacco, cigarette and other stamps.

President Jos. F. Cullman, Jr., on behalf of the National Cigar Leaf Tobacco Association, has forwarded to Washington a formal protest against the action, and it is as follows;

National Cigar Leaf Tobacco Assoc'n,
175 Water street,
New York, May 25.

Hon. Robert Williams, Jr.,
Acting Commissioner of Internal Revenue, Washington, D. C.

Sir:

As president of this Asssociation, my attention has been drawn to a recent ruling of your office (T. D. 1166, May 10, 1907), prohibiting collectors of internal revenue from giving out information heretofore obtainable with regard to the sales of stamps representing the production of cigars and other tobacco products of their respective districts by months, etc. I note that the ruling is issued in consequence of complaints to the effect that the publication of the figures referred to "has in a number of districts resulted in making public the monthly production of certain manufactures of tobacco, cigars, etc." and that this publicity "is forbidden by the terms of Sec. 3167 of the Revised Statutes, which provides that it shall be unlawful for any collector, deputy collector, agent, clerk, or other officer or employe of the United States to divulge or make known in any manner whatever not provided for by law to any person the operations, style of work, or apparatus of any manufacturer or producer visited by him in the discharge of his official duties, etc."

I appreciate fully, as do all the members of the Association which I have the honor to represent, the propriety of treating as confidential all figures showing individual operations in the cigar and tobacco manufacturing industry, and while, as I read the statute cited in your ruling, it was not intended to prevent such publications as have heretofore been made at monthly intervals, nevertheless I do not desire to suggest the adoption by your Bureau of any course to which any manufacturer could fairly take exceptions. On behalf, however, of the entire leaf packing industry and of the leaf tobacco growers of the whole country, I most earnestly protest against the adoption by the Internal Revenue Bureau of a policy that will deprive the trade of the exceedingly valuable statistics heretofore available monthly which are based upon the returns of your staff of collectors of internal revenue. These figures constitute invaluable guides to the leaf tobacco grower, dealer and manufacturer, recording as they do the monthly consumption of the important product which we grow and handle. For many years these figures have been regularly available and if they are to be withheld hereafter the demoralization to all branches of the trade can hardly be estimated. I can conceive of no greater calamity that could befall us, short of the destruction of our crop, than the withholding of these figures, which are taken into account in practically every current transaction throughout our trade.

I beg to remind you that the Federal Government, notably through the Department of Commerce and Labor and the Department of Agriculture, is constantly devising new methods for procuring accurate trade statistics for the advantage of the leading industries of the country, and it is only a few weeks

(Concluded on p. 7)

Constitution Seed & Havana Cigars are the Best that can be made. Do you sell them?

A Good Pair to Go On . . .

Two of Our Popular Five Cent Brands. Our Goods are Made of Best Selections, Made Carefully, and Made to Duplicate.

Wolf Brothers,

RED LION, PA.

INCREASE YOUR PROFIT!

Columbia Straight Will Do It.

We bought a large supply of Good Havana and Domestic Tobacco at the right time.———We are located where Good Workmen can be had at Fair Prices.

These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.

Fred Schlaeger & Co., Columbia, Pa.

Samples on application.

THE REALM OF THE RETAILERS

Timely Talks with Enterprising Dealers

Cigar Stores as Social Centers.

Cigar stores are more or less quasi public places and proprietors should remember the fact and not expect, as some dealers do, that customers should have on "drawing room" manners. A glum, unsociable clerk or proprietor is as sure to drive trade away as is poor, unsatisfactory stock, and if he expects to build up business the proprietor, whether he likes it or not, must cultivate a pleasant, sociable disposition. Many cigar stores are breeding places for all sorts of arguments and controversies on all sorts of subjects by all kinds of men—and, assuming no harm threatens, the dealer should put up with them and if called upon, step in and have his own little say on the subject in hand—being careful, all the time of course, to see that no sales are lost. Because he would not let customers hold harmless arguments in his shop of an evening, a Lehigh avenue cigar dealer drove many good customers away—to a rival store—with the result that he failed in business. He finally managed to start another store, and as he says now, "customers can argue themselves to death for all of me. I have found that letting them talk makes me many good customers and I make instead of lose. I have found that men look upon a cigar store as a regular good place to meet and chat, and from a business point of view it pays to let your store have that reputation."

* * *

Conveniences.

One of the best investments a retail dealer can put his money in is to have convenient toilet accessories in or adjoining his store. And yet this is a subject given rare, if any attention. The importance of having toilet accessories for the accommodation of patrons is easily demonstrable. Not only will a customer using such facilities feel thankful for the convenience, but in nine cases out of ten he will show his appreciation of the kindness extended by buying something. He will be sure to make other calls, too, if the store is anyways handy, and thus a more or less permanent trade is secured. Another thing too much neglected by dealers is the neglect or non-disposition to furnish patrons with drinking water. Smoking of itself produces more or less thirst, and a customer who finds a cooling draught of water conveniently at hand, is sure to appreciate the favor and think better of the thoughtful dealer who provided it. Providing toilet accessories and drinking water may be more or less troublesome and laborious, but the effort is well worth while. Modern storekeeping is a great advance over past methods, and improvements of the kind noted are wholly in line with advanced methods of shop keeping and salesmanship. Provide customers with creature comforts and they are sure to buy their goods of the dealer furnishing such conveniences. The dry, churlish and disagreeable merchant never has much chance for business success, for it is human nature for normal, cheerful men to seek cheerful dealers with whom to spend their money. Dealers should remember that the man before the counter has the power to make or break him and he should treat said money-spender with gentlemanly consideration.

* * *

Are Cigar Dealers Close?

The writer has often heard men outside of the tobacco business express the opinion that cigar dealers, as a rule, are close. The criticism is not well taken nor is it true. No merchant in business is giving away—nor can he afford to give away, more or less quantities of his goods or products. It is most likely that because he handles goods so generally liked and popular, the cigar dealer comes in for a trifle more criticising than merchants in other lines. As a matter of fact the average cigar dealer is quite liberal when it comes to presenting friends and customers with cigars—and oftimes he can really not afford to and do justice to himself. Too many men outside the business think there is a big profit in handling tobacco and cigars; that the dealer makes four cents on a five cent cigar; that his expenses are low and that generally he is a fortunate being, with light work to do, who makes a fine living easily. It would be better for cigar dealers if much of this nonsense could be removed from the minds of customers, for then there would be more mutual respect in trade relations and Mr. Customer would not expect so much for his money. Knowing ones realize that the retail cigar dealer has plenty of hard work and figuring to do to be successful in business, and it isn't conducive to cheerful feelings to know that the buying public looks upon the dealer as a hard-fisted, get-rich-quick mortal who prefers to sell and not give away his cigars and tobacco.

* * *

The Show Window.

The store show window—or windows, if there are more than one—are now so commonly recognized as of great advertising value, that to neglect them—providing no attractive exhibits—is to be improvident and fairly wasteful.

Trimming windows effectively is conceded to be an art. Every one cannot dress a window artistically, it is true, but it is an art that can be acquired more or less by studying the subject, examining the display windows of others and continuously practicing at seeking some sought for end.

Fortunately for cigar dealers they have in hand a great deal of good material with which to produce good, attractive show window displays, and it should be part of their regular business duty to set aside so many hours for such work. Advertising in papers costs money and takes time to prepare good copy for the space occupied. The show window, which is virtually only another kind of advertising space, should receive the same if not more attention. Certainly the results produced by good window displays are very often most direct and profitable, for customers are fairly enticed into the store to make purchases by articles or attractions seen by them in the window. Again, while passersby may not step in at once to buy, they are ofttimes greatly influenced by what they see and read in the show window, remember it, and very likely at the first opportunity return to make a coveted pu chase or buy some article they have seen attractively displayed.

As already noted the cigar store window dresser has effective material always at hand with which to make varied, artistic and attractive exhibits. There is a great variety of colors to be found in tobacco packages—wood, tin, glass and paper board, and in all window displays a due regard for harmonizing the colors should be given, when possible. A planless, mixed up mess of goods, arranged in no fixed way, is more of a horror to the average window gazer than an attraction and pleasure, and so the window trimming should not be overdone nor in a helter-skelter, formless and senseless fashion. Very often, extremely simple effects produce the most effective and advertising value results. Place one cigar on black satin in a black satin lined window, with a card, "Whose make of cigar is this?" and you will set lots of people to guessing.

More show window talk next week.

* * *

The Value of Suggestion.

Suggestion is pointed to by many, as a good method of selling goods. To illustrate: A hungry man, pausing before a restaurant window full of appetizing food, is quite apt to go in and indulge if he has the price. Several things that suggest smoking—that lead to the desire for a good cigar or pipe of tobacco, can be named, and it might be added dealers may think up a number of "suggestion" ideas of their own. Suggested ideas as to smoking are best put on show cards, it would seem, although in some cases window displays can be made to good effect. Here are a few suggested ideas for window or store placard:

"AFTER DINNER our Blank cigar will make you feel more contented. It is a regular after dinner 5 cent smoker."

—

"BETWEEN ACTS at the theatre a short smoke seems doubly enjoyable. Try the Opera, 5 cents."

—

"A MAN OUT FISHING without cigars can't have a good time. Have you bought some for your trip?"

—

"IF YOU ARE GOING AWAY on a business trip, better lay in some of your favorite cigars. You may get the kind you can't enjoy away from home."

—

For a window display here is a suggestion. Have a hunting scene, with figure of a man in mountains, shooting game. A placard should point the moral: "Be sure and have cigars along when hunting; it is dismal sport without your favorite brand."

Giving Credit.

Extending credit to customers is a subject that is given more or less consideration by every retail tobacco merchant, and of course most divergent opinions are held. The comments of one elderly, experienced dealer are interesting. He said: "Giving credit is sort of a science to my way of thinking. Credit giving is all right if you don't lose money, and it is all wrong if you stack up a big pile of bills. To handle credit successfully a merchant ought to be a mind reader—but, seeing most of them are not, they should become close students of human nature and strive to read character. Now, if a drunken loafer of a man comes in my store and asks credit for a plug of tobacco, I'm justified in at once refusing him—for he has no right to ask or expect 'tick' when he know he has no mean of paying for what he gets on trust. Here's a good point to remember: Confine the giving of credit to regular, known customers or men who live in your neighborhood and of whom you know more or less of. I have a workingman customer who gets his tobacco on credit every month. He's a railroader, works hard and is as honest as the sun. Every pay day he is as particular to pay me my tobacco bill as he is to pay his house rent. Now let me compare him with some other men who are similarly situated. Another workingman who makes the same wages, got a month's credit of me—then disappeared; transferred his payless patronage to my brother tobacconist over on the next block. After sticking him a month's bill, the fellow emigrated on to another shop—and so he kept on until he had 'skinned' a dozen or more of us. Instead of paying his honest tobacco bill, he spent it for liquor. In due time such fellows play themselves out in a neighborhood and then they move on—get a job in another section of the city or out of town, and commence their tricks over again. I'm fairly on to such fellows, now. If I give credit I want to know the applicant for it is married, settled down and a bona fide resident of the neighborhood. As to the better class of patrons such as clerks, storekeepers, house-owners and such like, that you more or less know personally, it is a pretty safe thing, as a general rule, to give them reasonable credit. As a rule they won't ask for it unless temporarily out of change, or some similarly good reason, and they seem usually anxious to pay their score and get the thing off their minds. I have quite a number of men who run bills by the month. They get what they want and walk out while I chalk it up to their account. They pay regularly and seem to prefer getting their cigars that way. Fact is I wish I had a lot more of just such customers."

* * *

Make Access Easy.

It may seem a small thing, and yet such a trifle as a hard door to open has diverted trade from one cigar store to a neighboring one. We all know how annoying it is to have to stand and push and pull to get open a stubborn

Gieske & Niemann, Packers & Dealers in Leaf Tobacco
No. 204 South Charles Street
Baltimore, Md.

store door. If a tricky or worn catch or slide has to be worked with for some time before the door gives, our temper and patience is tried, and on our next visit, remembering it, we are apt to go to the other store nearby, in order to save being annoyed again. Cigar dealers should have tight, ill-fitting store doors promptly put in order. It will be money in their pockets and save customers' tempers and swear words.

President Cullman's Protest.

(Concluded from p. 5)

since your own Bureau promulated a circular calling upon the tobacco packers of the country, who are largely embraced in this Association, to cooperate in the work of gathering correct statistics showing the current movement of leaf tobacco. We appreciate the importance of such work and at our recent convention in this city our members were urged to give your Bureau every possible assistance in this matter. The statistics of the crop movement, however, are of insignificant importance compared with the figures heretofore available showing the monthly production of cigars, tobacco, etc., which I may say without exaggeration have had an effect upon the price of every pound of tobacco sold by farmer or dealer throughout this country in recent years.

I feel confident that in this matter you do not desire to inflict a hardship upon our industry and that you are guided solely by your wish to protect the legitimate business secrets of individual manufacturers. I have the honor to suggest, therefore, that in lieu of the publications heretofore made showing production by collection districts, you will authorize the preparation in your Bureau of a monthly table showing the output of cigars, cigarettes and other tobacco products by States. It is most essential that the statistics should present the output by States for the reason that the factories of the manufacturers of cigars and other forms of manufactured tobacco are so localized and segregated with respect to the types of leaf employed therein that a general statement of the total production of the United States in any given month conveys no information to the grower or dealer in any particular kind of leaf. If, in isolated cases, you should find it desirable to combine the totals of two or more States for the purpose of effectually concealing individual operations, I can conceive of no objection to such consolidation.

Trusting that you will give this important matter your early and favorable attention, I am,

Very respectfully yours,
Signed, Jos. F. Cullman, Jr.

We understand that by direction of President Cullman, the Association's Washington representative, in presenting the communication, urged the restoration of the former practice of giving out the statistics by Internal Revenue Districts, except that the returns of districts in which only a single concern or ownership heavily predominates be withheld hereafter, to avoid disclosing individual operations, and offered the suggestion that the figures be given out by States as an alternative plan.

The Internal Revenue Department not long since suggested the desirability of collectors of internal revenue gathering figures giving an authentic record of the production of leaf tobacco by growers, to be supplied to the Department quarterly, and means were also provided for its dissemination, and this action of the Acting Commissioner is all the more incongruous.

It is not thought likely that a final decision in the matter will be arrived at until the return of Secretary of the Treasury Cortelyou, who has been absent from the city, but who is expected to return within a few days.

BOSTON CIGAR TRADE NEWS.

Little Change Noted in Trade Conditions. Strippers' Strike May Put Cigarmakers Out of Work.

[Boston Bureau "The Tobacco World"
19 Devonshire Street]
Boston, June 3.

There is very little change in the business conditions since my last letter. I hear that the Tobacco Strippers' Union have quit working in some of the large local factories because proprietors did not meet their demands for a raise as per a new schedule of prices, and just as soon as the cigarmakers have worked up all the available prepared stock they will have to stop working, and another strike will have taken place.

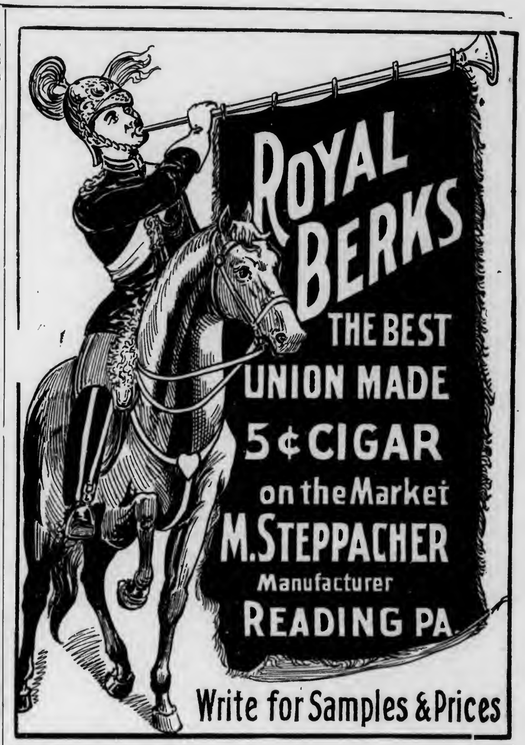
The wholesale cigar jobbers do not regard this matter with any seriousness. In fact they all are in hopes that the cigarmakers will shut down so they can push the sale of various outside brands, as they did last year when the cigar workers were on a strike for an increase in pay. The strike last year did considerable to harm the union label products, and today there is not the demand there was a year ago for union made cigars.

The news that the tobacco trust will shortly discontinue the making of the Ramleh cigarette, owing to the various lawsuits commenced against them by the Mentor Co., makers of the Ramly cigarette, was received with much enthusiasm. All of our jobbing houses have received letters from the American Tobacco Co. stating that they should go ahead and sell the Ramleh as in the past, and that the trust will stand back of any lawsuit that might be commenced against them. It is said that the new trust brand, Helmar will be ready by July 1, and it will be heavily advertised. Thousands of Ramleh cigarettes are being shipped here daily to flood the market so the jobbers will have sufficient quantity to last them until their new Helmar is well on the way.

It seems as if the new branch store of the United, corner Broomfield and Washington streets, met a frost. From good authority I get the information that they are far from meeting expenses. The yearly rental of this store is from $10,000 to $12,000. The United leased the whole building and fitted it

(Concluded on p. 11)

RUTHERFORD CLEAR HAVANA CIGARS
Are Popular
Because They Please the Consumer.



Norristown
Keyno
HAVANA SHORTS
2 oz. 5c.
Tobacco Works
NORRISTOWN, PA.
Manufacturers of
Havana Shorts
Private Brands for Jobbers a Specialty
Samples submitted on application

IT IS BUILT FOR STRENGTH
But is not heavy. Notice the position of the Steel Spurs. It won't "Run Away."
Used in Factories and Warehouses everywhere
Price $5.50
The "BOSS" Box Truck will move your Tobacco Cases easily and safely
WOLF & LUKASAWITZ, DAYTON, O., say:
¶Gentlemen: We have been using your Boss Trucks for a period of ten years, and would say that they have given us the best satisfaction, and you may send us three more of the same make.
MANUFACTURED BY
THE WM. F. KRAMER CO.
DAYTON, OHIO

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

John U. Fehr Established 1883 Geo. N. Fehr

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Importers and Packers of

Leaf Tobacco

700 Franklin St., 101 to 107 S. 7th St.,

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LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia

Long Distance Telephone, Market 3025.

S. Weinberg

121 North Third Street

PHILADELPHIA

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

Tobacco

Cable Address, "Heiland, Lancaster" Telephone Service

JOHN F. HEILAND & CO.

COMMISSION MERCHANTS AND DEALERS

Leaf Tobacco

Eastern Agents MaGee Tobacco Case

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George H. Rumrill, Janesville, Wis.;
The Miami Valley Leaf Tobacco Co., Dayton, O.;
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LANCASTER, PA.

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VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

HENRY RINDSKOPF

Packer and Importer of

Sumatra, Havana and Domestic **LEAF TOBACCO**

N. E. Cor. Fifth and Washington Sts.

Reading, Pa.

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630-636 N. Prince St.

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L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of **Sumatra and Havana**

Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

No. 240 Arch Street, Philadelphia, Pa.

E. A. CÁLVES & CO. ....IMPORTERS of C HAVANA, 123 North Third Street PHILADELPHIA

HAVANA TOBACCO HOLDERS ARE IN A QUANDARY.

Shall They Hold on to the Stocks Now in Hand, or Sell at the Present Prices Lest a Decline Should Strike the Market?

Special Correspondence of The Tobacco World.)

Havana, Cuba, May 28, 1907.

After my return from a short vacation spent in the United States, I have been somewhat nonplussed by the condition of affairs here, comparing them with those existing in the United States. While the stocks of Havana tobacco held in the United States are limited, still it seems that the consumption of Cuban leaf has decreased considerably, and for this reason the manufacturers appear to be able to manage to get along without being in a hurry to purchase fresh stocks. The whole trouble seems to hinge upon the so-called impossibility of raising prices to the consumer, the latter evidently preferring a poorer product than to pay a higher price for the same quality he has been in the habit of smoking.

Of old tobacco our market is virtually bare, excepting several thousand bales of 1st capaduras and a sprinkling of 2nds. It is a question if the present holders, by holding on, will be able to realize what they expect to get for their merchandise, or whether they will have to make further concessions. Some people seem to think that owing to the absence or scarcity of sufficiently light fillers in this year's Partido and Vuelta Abajo crop, manufacturers in the North will have to resort to Remedios tobacco as a substitute; and it is asserted by them that in a couple of months all the old stocks of leaf will have completely disappeared from the Havana market.

So far as the new crop of Vuelta Abajo and Partido is concerned, the bulk seems to have already been bought up in the country, and at prices which are about 50 per cent. higher than last year. While the crop is of a heavy quality, and therefore may need more time in curing, the redeeming feature may be that the yield in the escojidas will make this year's growth more profitable to the manufacturer, and that the leaf has a high aroma—far superior to last year—is unquestionable.

It has rained in the Western part of the island and the escojidas have started up all over the Vuelta Abajo and Partido districts. As far as this year's Remedios crop is concerned only very few transactions have taken place, and while of late beneficial rains have also fallen all over the Santa Clara province, thus enabling the farmers at last to take down the dried tobacco, make it into bundles and pile them up, buyers have been in no hurry to concede the high pretensions entertained by the farmers. The opinion still prevails that this year's Remedios tobacco will need a far longer time than usual to cure thoroughly in the bales, and therefore neither dealers or manufacturers will gain anything by purchasing early this year. At the same time our packers and dealers who are accustomed to handle this leaf have become convinced that unless they can buy the bundles at very moderate prices they will be unable to make any transactions successfully with the Northern buyers, and under these circumstances operations in the country continue in a paralyzed state. As soon as the farmer convinces himself that he will have to accept what our packers may be disposed to pay for his tobacco, operations may commence upon the regular scale.

Quite a number of Northern buyers, as well as manufacturers from Tampa and Key West, have been coming to Havana of late, less with the idea of making immediate purchases than to post themselves thoroughly about the actual situation, and for this reason sales have been again quite limited.

Owing to the strike and lockout in the factories of the Havana cigar manufacturers there is no demand for local consumption needs, the only exception being the cigarette manufacturers, who are buying sparingly for immediate purposes.

"El Tabaco," in its number of May 25, gives the whole leaf crop of 1906 as 279,633 bales, or almost 200,000 bales less than the one of 1905.

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

SYLVESTER & STERN

SUCCESSORS TO

LEWIS SYLVESTER & SON

Growers, Packers and Importers of

Havana Tobacco

HAVANA, CUBA Monte 56

NEW YORK 165 Front Street

PLANTATIONS and ESCOJIDAS:

In	VUELTA ABAJO	at	PUERTA de GOLPE
"	PARTIDOS	"	SANTIAGO de las VEGAS
"	REMEDIOS	"	SANTA CLARA
"	"	"	QUINTA CAMAJUANI
"	"	"	SANCTI SPIRITUS

FACTORY VEGAS A SPECIALTY

CHARLES BLASCO

Commission Merchant

Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ Y MIGUEL

Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

H. UPMANN & CO., HAVANA, CUBA

INDEPENDENT MANUFACTURERS OF THE CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

BANKERS SHIPPERS AND COMMISSION MERCHANTS ESTABLISHED 1844

CHAS. LANDAU, 82 Wall St., New York; Board of Trade Building, Montreal

SOLE REPRESENTATIVE OF H. UPMANN BRAND FOR UNITED STATES AND CANADA

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ — R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO — **HABANA, CUBA**

S. Jorge — Y. P. Castaneda

JORGE & P. CASTANEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

PARTAGAS

Independent Cigar Factory

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER — *Habana, Cuba*

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA — *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" **HAVANA, CUBA**

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" — Correspondence Solicited in English

---

HENRY VONEIFF — F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

PACKERS and EXPORTERS of **LEAF TOBACCO**

73 Amistad Street, HAVANA, CUBA

Branch Houses: 616 W. Baltimore Street, Baltimore, Md. — P. O. Box 433, Tampa, Fla.

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ

J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128 Cable: "JOMAGARCIA" **HABANA, CUBA**

Rz BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista — **Neptuno 170--174** — Special Partner—Gumersindo Garcia Cuervo

Sales

As far as I have been able to learn, sales consisted of 600 bales in all during the past week, 400 of old Remedios 1st capaduras, and about 200 bales of new Partido, all of which were taken by American buyers.

Buyers Come and Go.

Arrivals, or returned to Havana:—Don Federico Berndes, Don Avelino Pazos, Joe Mendelsohn, and Harry Mendelsohn, accompanied by his bride.

Departures:—David H. Delmonte, for New York.

Havana Cigar Manufacturers

are still fighting their battles with the cigarmakers, and while one friend of mine thought that there were signs of weakening in the ranks of the strikers, nothing seems to be known officially yet. If the cigarmakers would only put on their thinking caps a little bit and reason out for themselves that the 10 per cent. increase demanded in their wages would be only a delusion and a snare, they would quickly come to terms with their bosses. The delusion and snare consists in their having to pay for their necessities the same coin in which they are paid, or in other words if they would receive their pay in American money, they would have to pay their grocer and butcher, as well as other tradespeople, in American money. It seems a pity also that with the good demand ruling in the United States for Havana cigars, our cigar manufacturers are unable to fill the accumulating orders. The only blessing may be that all the old unsalable stocks which may have been lying around all over the world will thus find a market. Up to the 15th of May exports of cigars have shrunk nearly one-third in volume as compared with last year. Paralyzation in the cigar business is gradually extending itself to other branches of trade in the island. There is some bitter feeling against Manuel Lopez, owner of the Punch factory, who, not belonging to the Union of Manufacturers, is still working and trying to profit by the misfortune of his brethren.

Buying, Selling and Other Notes of Interest.

Sobrs. de Antero Gonzalez are slowly receiving tobacco from their Vuelta Abajo and Partido esojidas In the former region they have purchased sufficient to guarantee them at least 5,000 bales.

Bruno Diaz & Co., are working three escojidas in Alquizar, with nearly 400 people.

Don Avelino Pazos has two large escojidas in Bejucal and Ceiba del Agua, where 250 people find employment.

Aixala & Co. have started their packing in San Antonio de los Banos, with 200 people.

Jorge y P. Castaneda expect as usual to pack about 5,000 bales or more this year, in San Antonio de los Banos.

RECEIPTS FROM THE COUNTRY.

	Week ending May 25 Bales	Since Jan. 1 Bales
Vuelta Abajo	2,388	14,001
Semi Vuelta	69	770
Partido	258	885
Matanzas		250
Remedios & S. Clara	14	4,902
Santiago de Cuba	119	2,103
Total	2,848	22,911

Boston Cigar Trade News.

(Concluded from p. 7)

up in good style, and at present the only two occupants are a gent's furnishing store and a small jewelry dealer, and the latter intends shortly to remove his business to offices in the Jewelry Building. When the United closed down its Journal Building store, the most of its customers went over to the new Washington street store, and the Broomfield store got very little of that trade.

Joseph J. Alexander, cigarmaker, 7 Church Place, has filed a voluntary petition in bankruptcy. He owes $1,523, of which $487 is secured and $1,036 is unsecured. No assets.

It is rumored here that the Surbrug Co., of New York, has sold the Milo brand of cigarettes to the tobacco trust, and many of our wholesale tobacconists appear to think that Shinasi Bros.' Naturals and Prettiest are also in the combine, owing to the extensive bill board advertising being done to advertise the Egyptian Prettiest cigarette.

The London Cigarette Co., Limited, 111 Fifth avenue, New York, is a new branch of the trust. They are now placing on this market a new 25 cent cigarette called the House of Lords, which goes to the retailers at $18.50 per M.

A. Levy and W. Kennerly, the two Boston salesmen of the Surbrug Co., New York, are meeting with much success in placing their new Bohemian smoking mixture. They report a satisfactory sale of the goods.

The United States Tobacco Co. is pushing the sale of Local Union, a 2½ oz. long cut, and Fire Alarm, their latest brand of plug tobacco. J. Mangan, their Boston salesman, is doing some active work on both brands.

Geo. L. Symons, of Symons-Krausman Co., N. Y., was here Friday and Saturday and took some nice orders for his Flor de Baltimore, Gladora and Winifreda cigars. Mr. Symons reports that business is very good with them at present.

George H. Russell, representing the Allen Tobacco Co., New York, makers of the popular Telonette short smoke, who has been here for a fortnight, leaves for Providence today, but will return in about a week's time.

The cigarette and tobacco business of A. Chertoff, also known as the Columbian Tobacco Co., at 41 Cross street, will shortly be incorporated under the State laws. The services of S. Berenson, a former tobacconist of Fitchburg, Mass., have been secured, and the various brands of cigarettes of the old firm will be pushed. Mr. Berenson is a very capable man, and no doubt will make a good showing in a short time.

The Royal Bengals are again being advertised by means of numerous window displays. The Hanover street store of Jaynes & Co., the cut price druggists, is exhibiting this week an atttractive bas relief sceneograph showing up the Richmond factory where the Royal Bengals are made. At night, when the exhibit is lighted up, it looks very realistic and causes crowds to congregate in front of the window.

Tessier Bros., the Dorchester druggists, have just taken on Gans Bros.' William the Fourth cigars in several sizes.

Bieringer Bros. Co. reports a steady increase of the sales of the Flor de Franklin cigar. They are selling at the rate of 25,000 a week of this popular nickel cigar.

M. Cohen & Co., makers of the popular 5 cent American Smoker, are doing some effective window advertising. Saturday they had a young man dressed up in the garb of "Uncle Sam" and he was seated in J. S. Brown's window, 8 Washington street, smoking the American Smoker, and was surrounded by a lot of dummy cigar boxes. It is needless to say the cigar had a good sale at Brown's throughout the day.

Ben Ali.

PABLO PEREZ — CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" — **HABANA, CUBA**

GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25

Cable: "Tebenitez" — P. O. Box 396 — *HABANA, CUBA*

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM — *Habana*

JOS. MENDELSOHN — LOUIS A. BORNEMANN — MANUEL SUAREZ

Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO and Commission Merchants

New York Office: 196 WATER STREET — Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

A. M. CALZADA & CO.

Packers and Dealers in Leaf Tobacco

and COMMISSION MERCHANTS

Monte 156, **HABANA, CUBA.**

P. O. Box, 595. — Cable: "CALDA."

ERNEST ELLINGER & CO. *Office: No. 161 Water Street*

Importers of HAVANA TOBACCO *New York*

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141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

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Importers and Packers of *Leaf Tobacco*
Telephone: 346 John 150 Water St., NEW YORK

Starr Brothers
IMPORTERS and PACKERS of LEAF TOBACCO
131 Water Street
Established 1888 NEW YORK Telephone: 4027 John

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
2 Burling Slip, NEW YORK
NES, CORNER KUIPERSTEEG, AMSTERDAM, HOLLAND
Telephone: 377 JOHN

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227 Amsterdam, Holland.
OFFICE: 183 Water St.
Cable Address: "HERE." NEW YORK

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF Tobacco
185 Water St., New York

JOHN W. MERRIAM & CO.
"At the Sign of the Bull Dog," New York
Real Habana Segar, Makers and Importers
Habana Scraps and Cuttings for Sale

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World

New York, June 4.

No change in the leaf market this week. It is the same old story. High prices with the large manufacturers holding off to the last minute, waiting for the new goods to come in. The Havana market is exceptionally dull and no sales were reported during the week.

The manufacturing line is fair and prospects for a good summer trade look promising.

Conditions in the retail trade are interesting. The United Cigar Stores Co., Schulte and the Edwin Cigar Stores Co., are having a cigarette war, and such goods as Naturals, Prettiest and Turkish Trophies are being sold at cost or near. Business is good with the retailers and the increase in box sales is continuing.

• • •

A recent incorporation was H. M. Miller, to deal in tobacco and cigars, with a capital of $100,000. Directors—H. M. Miller, V. Gutierrez and C. B. Jaqua, all of New York.

• •

Louis Schramm, of Herz Bros., who has been attending the inscriptions in Amsterdam, returned home this week, satisfied with his purchases.

• • •

Sol. Hamburger, of Hamburger Bros. Co., reports the business of his house as being up to the average. Their stripping department in Havana is working full time filling the orders received here.

• • •

John W. Merriam has returned home from his short Western trip and reports an increasing demand in that section for the products of the Bull Dog Factory.

• • •

Simon Ottenberg, of the firm of S. Ottenberg & Bros., cigar manufacturers, died last Tuesday. Mr. Ottenberg was fifty-nine years of age. He is survived by a widow and a brother, Henry Ottenberg, who is connected with the American Exchange Cigar Company.

• • •

Wm. Wicke Ribbon Co. report trade as being excellent. Their line of cigar ribbons is too well known to require description. The house is a firm believer in printer's ink and is getting the usual returns.

• • •

Fred Kruse, of Hoboken, N. J., who purchased considerable tobacco at the auction sale of Newberger & Co., held in Philadelphia last week, has had considerable trouble regarding two barrels of stripped filler which was among the lot he purchased. Mr. Kruse bid 85 cents for the tobacco, which he understood was the price duty paid. Messrs. Newberger & Co. now want an additional 40 cents for the duty, making the price $1.25 per pound. Mr. Kruse stated that he didn't have to go to auction sales to buy filler at $1.25, with hotel and car fare charges to boot. He had an interview here with Mr. Newberger, but the chances are a lawsuit will result, as Mr. Kruse wants the tobacco at 85 cents, while Mr. Newberger intends to make him take it at $1.25.

• • •

At the second inscription of Sumatra tobacco, held at Rotterdam on May 30, there were about 350 bales of tobacco secured for the American market. The principal purchasers were: A. Cohn & Co., Hinsdale Smith & Co., L. Schmid & Co., E. Spangarn & Co., and F. & E. Cranz, of New York, and B. Labe & Sons, of Philadelphia.

• • •

Nearly three hundred union cigarmakers are now on strike at Albany, having been informed that their demands for increased wages would not be granted by the manufacturers. Representatives of the union were plainly informed that the manufacturers could not pay the increase demanded and do business in competition with non union manufacturers, with the present high cost of leaf tobacco and the great increase in the price of cigar boxes, etc. The principal factories affected are G. W. Van Slyke & Horton, B. Payne's Sons and Daerstyne Bros., which are among the largest factories in the capital city.

• • •

The Ware-Kramer Tobacco Co., Norfolk, Va., manufacturers of the popular White Rolls cigarettes, have changed their New York headquarters from 684 Lexington avenue to 144 Grand street. J. S. Oliver will continue in charge of the New York office as heretofore

• • •

J. S. Lederer, who has since the merger of the cigar manufacturing business of Hummel & Vogt, of Louisville, Ky., with the American Cigar Co. been associated with the trust as Southern District Manager of the A. C. Co. factories, has severed his connection with that concern.

• • •

The A. H. Hillman Co., distributors of independent cigars, etc., will soon place upon this market a new nickel cigar manufactured by R. G. Sullivan, the well known cigar manufacturer of Manchester, N. H., under the name of Boston Mail.

The Allen Tobacco Co., of this, city is exploiting a new deal on their Telonette little cigars, and with each 1,000 Telonettes will give free 100 Allenettes or 100 Subways.

• • •

S. R. Moss, President of the S. R. Moss Cigar Co., of Lancaster, Pa., was a recent visitor in this market. He states that fairly good progress is being made in the erection of a new factory to take the place of the one destroyed this spring by fire.

• • •

Louis P. Sutter, of Louis P. Sutter & Bros., returned last week from Amsterdam, having made considerable purchases of Sumatra tobacco for his house, and left for Chicago within a few days after his arrival here.

• • •

Taussig & Co., importers and packers of leaf tobacco and growers of Florida tobacco, report trade as being excellent. They are growing an extra large amount of Florida this year and the tobacco so far looks to be a banner crop. While they are nearly sold out on old goods they still have on hand a few choice lots for which they ask a reasonable figure.

• • •

Henry Lewis, of Lewis Bros., who has been on the sick list, is expected at the office this week. Business with them is reported good.

• • •

Paul Langerfeld announces the opening of his new cafe and grill-room, "Ye Olde Tavern," at 23 John street, near Broadway. M. E. Flaherty, better known to those in the tobacco trade as "Captain Mike," will have control of the cigar department. E. G. Tully will act as manager. Both Mr. Flaherty and Mr. Tully are combining their efforts to put before the public the finest possible line of imported cigars at low prices. Specialties will be made of the La Redencion and La Baronesa cigars made in Havana by Fernandez, Riveiro & Co.

• • •

The many salesmen of P. & S. Loewenthal, the leaf dealers at 138 Water street, are now on the road and are finding business good considering the strenuous times. M. H. Dallett is in Cleveland, H. L. Berger, in Detroit, Max Raphael, in Duluth, Mayer Sachs, in Norfolk, S. A. Peck, in Springfield, Mass., C. W. Kempt, in the Southern part of Ohio, while I. Newman, H. Freund and M. Loewenthal are attending to the business in Greater New York and suburbs. A new arrival at the office is young Harry S. Loewenthal, a son of S. Loewenthal, who is being taught the leaf business. There is very little doubt that in a short time young Harry will be among the firm's growing trade showing the wares of this popular house. He has my best wishes.

Rutherford Clear Havana Cigars
are sold by successful dealers.
There is a Reason.

For Genuine Sawed Cedar Cigar Boxes, go to Established 1880
Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA.

P. & S. LOEWENTHAL
Packers of
Seed Leaf Tobacco
AND Florida Sumatra
No. 138 Water Street, NEW YORK

TOBACCO IN YORK COUNTY.

Remarkable Movements in Leaf Market, as Reported by a Philadelphia Daily.

York, Pa., June 3.

The trade in this section is progressing in a quiet, modest way, without any undue excitement. Manufacturers are moderately busy, but certainly not at all rushed.

Anent an article published recently in a Philadelphia daily, to the effect that prices for all grades of seed tobacco had advanced 50 per cent. in the last year, with the result that the popular five-cent smoke, sold generally by the trade at $30 a thousand, now costs between $26 and $27 a thousand to produce, and which article a York daily re-published in full, the paper seeing the blunder which it had gotten into, has also an interview with a Red Lion manufacturer, with the apparent idea of squaring itself with the folks at home. This is what it said:

"Red Lion, May 31.—Cigar manufacturers here are not alarmed at the word sent out from Philadelphia of an advance of 50 per cent. in nearly all grades of seed tobacco in the Pennsylvania market, over the prices of last year, and say it will not affect them to any extent as they have a large supply on hand and that they do not manufacture the same grade of cigars as do the large city manufacturers. 'We are satisfied with a dollar profit on a thousand,' remarked one of the manufacturers, 'and this we can readily obtain, as our expenses are not near as heavy. Besides this we deal directly with jobbers and not through agents and as a result can sell at a much less profit. Of course the cities to meet the prices for seed leaf must make an inferior cigar for the same money. This we need not do, as our product is now of about the same grade as they will be compelled to make it. Many of us here who have a large stock on hand can readily, if it comes to the worst, dispose of it at a high profit and thus keep our class of goods on the market at the same prices. Most of the Pennsylvania tobacco here was purchased at 12 cents in the whole, so you can see what we could make if it was placed on the market at 15 and 18, which is now being paid. I am not in the least apprehensive lest Kentucky and Maryland leaf tobacco, which are being bought up by the large dealers at low prices, will make an inroad and result in a permanent competition with the Pennsylvania tobacco in this section. The Southern as well as the Northwestern product is already used as fillers here on account of its cheapness. I can't see any danger ahead for us.'"

As a matter of fact the Philadelphia daily referred to has several times this year published greatly misleading reports concerning the price of seed leaf tobacco, and with its last tirade has also turned a complete somersault. It started out by reports that the leaf market at Lancaster had broken and prices were smashed to their lowest level, and now completely reverses itself by stating that seed leaf had advanced 50 per cent. within a year past. The well informed members of the trade know how ridiculously false the reports have been each time it attempted to publish anything about conditions in the tobacco trade. The pity of it all is, however, that each time other and equally ill-informed papers have used the reports, and thereby caused much harm and no good.

It is wholly untrue that the Lancaster leaf market broke several months ago, and that prices went to smithereens, nor have prices advanced 50 per cent. within the past year. As a matter of fact prices during the past six months have moderated a little but not to an extent that need have alarmed anyone, nor is there likely to be any seriously radical change in price in the immediate future. Much depends on the success of this year's crops, both as regards quantity and quality.

(Concluded on p. 16)

Constitution Seed and Havana
stands for Quality and Workmanship.
Remember that.

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
and
Growers of Georgia Sumatra
142 Water Street, New York

EDEN CIGAR FACTORY
of
BANCES & LOPEZ
HAVANA, CUBA
Calixto Lopez & Co.
180 Water St., NEW YORK
Will receive and attend to orders
Cigars made strictly of very best Vuelta Abajo Tobacco

ENOS SMITH EDMUND H. SMITH
Hinsdale Smith & Co.
Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF Tobacco
125 Maiden Lane
ESTABLISHED 1840 NEW YORK CABLE: "NARGIL"

E. A. CÁLVES & CO. <C> HAVANA, 123 North Third Street
....IMPORTERS of PHILADELPHIA

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

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PHILADELPHIA, JUNE 5, 1907.

BLUE LAWS AT LANCASTER.

Tobacco interests in Lancaster, Pa., and vicinity, seem to be having troubles of their own. Well-meaning ecclesiastics, sky-pilots and bigoted co-associates have excavated the venerable and ancient Blue Laws of the State and propose to make all merchants close their stores and shops on the "first day of the week, commonly called Sunday." So warm did they make it for one poor grocer lately by causing his arrest, giving him a "hard name," etc., that it induced a stroke of apoplexy and he died. Just how such un-Christianlike and fanatical persecution can accomplish good in any community is difficult to understand. It is putting the moral quadruped behind the moral wagon; choosing Satan's fool plans instead of following the common-sense teaching of the Great Master they think they are serving. Of course, in the crusade for closed stores on Sunday, retail cigar and tobacco merchants usually are shining marks for the first blows struck. For that reason The Tobacco World extends sympathy to members of the trade in Lancaster. We hope that if they can't open their stores on Sunday they will at least be allowed an equal privilege with the preachers of opening their mouths. And if they do open them, it might be well for them to discuss plans for having the dark-ages, out-of-date and fanatical Blue Laws repealed. Otherwise conditions may reach a point described as follows:

Some towns there are so very good,
That nothing's done on Sunday;
And buds about to burst there should
Defer the burst 'til Monday.

WISCONSIN'S PROSPECT.

Wisconsin tobacco growers are becoming greatly alarmed at the continued cool weather and its consequent effect upon the lateness of a tobacco planting season. Only a few days since, trainmen, on the early trains between Milwaukee and Madison, Wis., reported that the low lying lands were white with frost.

As a result of this continued cool weather many farmers in that section of the country have decided to change their usual crops of tobacco to sugar beets this year, because sugar beets, it is claimed, can withstand the coolest weather in that latitude, and can be planted as late as the middle of June and are in no danger of serious harm by light frosts in the fall.

If this action should become extensive this year, and should be found to work as well in its ultimate results as growers believe it will, it may also have a disastrous effect upon the supply of Wisconsin tobacco, which is said not to be over abundant now.

The one hopeful consolation which the trade has is the fact that in normal years tobacco is Wisconsin's most profitable crop, and farmers will probably more fully realize this after each succeeding year of beet sugar raising.

Notwit standing an occasional mishap to the tobacco crop by damage from the elements, tobacco has for many years been a strong mainstay in Wisconsin, and its value is not so likely to be overlooked by the thrifty Norwegians.

ARKANSAS ANTI-CIGARETTE ACT.

Not to be outdone by other States, Arkansas has also entered the cigarette legislating arena, and has decided to forbid its citizens smoking cigarettes after January 1, next, if the bill recently passed in the State Legislature does not miscarry in effect, because the selling or giving away of cigarettes has been penalized.

There would have been just as much good reason to have forbidden chewing tobacco or using snuff, if not even the smoking of tobacco in any form.

We fail to see how the State can with constitutional legality forbid its citizens to smoke cigarettes any more than it could forbid the use of tobacco in any other form.

Cigrarette smoking, like many other habits, is harmless when indulged moderately, and harmful only if practiced to excess, and if Arkansas succeeds in actually preventing the sale or use of cigarettes it will have accomplished what several older States have signally failed to do, even though they have rigid anti-cigarette acts on their statute books.

—Co-operation among the merchants of any town or city is desirable if they wish to keep local trade at home—but it is still more desirable when trade interests are threatened or an earnest effort is being made to extend trade and build up the city.

Philadelphia Tobacco Trade

The entire tobacco trade of this city has been exceptionally quiet during the past week and utterly devoid of interest. With but one real fair day during the entire week, the retail dealer was most affected. To be sure, Thursday, Decoration Day, was ideal, but then only a half day's business was to be done, and the days immediately preceding were so disagreeable little benefit was felt by dealers even on that popular holiday, which is usually counted upon for a fair share of extra business.

The usual Saturday business was also badly interfered with by the severely cold storm, which lasted for more than twenty-four hours.

Manufacturers are having a fairly good business, despite the complaints being heard from retail dealers here as at many other places where an exceedingly late season has been experienced. There is no indication of dull trade among any of our larger manufacturers, all of whom are working steadily, and with full complements of hands. There are even a few exceptional cases in which more help is wanted by manufacturers, and at least one of the oldest and best known houses in this city is now prospecting for an additional factory in the rural districts. There is good reason to expect that they will be successful, for the enterprise would be a desirable acquisition for any country town.

Some new advertising signs are ready for distribution on the Flor de Baltimore clear Havana cigar, made by the Symons-Krausman Co., of New York, and distributed in this city through H. D. Narrigan & Co.

Walder & Stein, of Fifteenth and McKean streets, are now bidding for public favor in this city with their La Volga brand of 5 cent cigars. The brand has been on the market for some years and the present owners succeeded to it by purchase. After having improved the product in quality, style and appearance, much vigor has been enthused in the work of exploiting the product, and encouraging success has been achieved. The goods are now on sale at a number of well known retail stores thoughout the city. New friends are being made for the brand every day.

The output of all the Eisenlohr Bros' factories, which now number nearly a score, is still inadequate, and an effort is being made to increase the number of Cinco cigars made. Recently the firm secured an additional country factory building at Gordonville, Lancaster county, which will be used exclusively for stripping purposes, and which it is hoped will be a help in supplying filler for various factories. Since the edict of an over-ambitious bureaucrat of the Internal Revenue Department at Washington, forbidding positively the stripping of leaf tobacco outside of licensed establishments, the matter of securing an adequate supply of strippers has become a serious menace to large manufacturers, and the action has no doubt prompted the firm in making the present move. It may also set an example for others to follow.

Sales of the popular Vesper cigar, of Oblinger Bros. & Co., are reported to be gaining steadily in and around this city, notwithstanding a very poor spring business among retailers, which was caused principally by the unfavorable weather with which we have suffered for a long time.

The Saborosa, which is one of our "landmarks" and made by Vetterlein Bros., is also keeping well abreast of its previous excellent records. Not only in Philadelphia, but from the East and South, there are coming in many fine orders and in duplicate. Pennsylvania is now being more aggressively exploited and encouraging responses are coming from various parts of the State.

The Bayuk Bros. Cigar Co., of "Havana Ribbon" fame, is operating to the fullest capacity of their factory, and still are behind more than a quarter of a million Havana Ribbon cigars alone in filling orders.

The El Basco Cigar Co., at 137 Market street, which has several brands on the local market, is also developing a good trade throughout Southern New Jersey. Proprietor Strause, of this factory, is extensively interested in various enterprises in that section of the country.

Philadelphia and vicinity is rapidly becoming a scrap tobacco smoking and chewing consuming territory, and the sale of good plain scrap tobacco is daily increasing, and several factories are now engaged in making that class of goods in this vicinity. One of the latest acquisitions is the Norristown Tobacco Works, at Norristown, Pa. In addition to making the Keyno Havana Shorts, a 2 oz. package of plain scrap, selling at 5 cents retail, they also make a specialty of packing tobacco under private brands for jobbers and large dealers. They offer to submit samples on application.

When Arthur Hagen & Co. last week dished out to reporters the fact that J. Harvey McHenry of that firm had gone to visit the Jamestown Fair, it was not divulged or even intimated that an important business mission was the real secret of his visit to the Southland.

The firm, which has for some time posed as a strictly independent manufacturers' distributing agency, felt somewhat chagrined when it was announced that Butler-Butler, Inc., had capitulated to the trust.

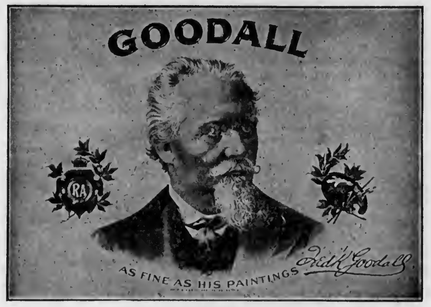
Promptly and manfully they discontinued the account. They could not well do otherwise and maintain the position they had assumed in the trade, but as a result they were, at least temporarily, left high and dry as regards a domestic cigarette account. It was not for long, however. Some rapid-fire prospecting was done and with excellent success, as will be seen by the following announcement:—

"Having perfected arrangements with the Ware-Kramer Tobacco Co. to represent them elsewhere, I beg to advise you that on July 1, 1907, I shall discontinue the management of this territory, and our Philadelphia office will be closed; after which date the affairs of the company, now under my jurisdiction will be placed in the hands of Messrs. Arthur Hagen & Co., 151 North Third street, Philadelphia.

"I desire to take this opportunity

W. A. LAHR

Wholesale Cigar Manufacturer



Red Lion, Penna.

Get our prices, and make a fair comparison with those of other factories.

Correspondence invited with the Wholesale and Jobbing Trade.
Samples Free to Responsible Houses.

We believe in Honesty, Good Workmanship, at fair prices to all. Correspondence Solicited

THE OLD HONESTY CIGAR BOX CO., C. W. Bucks, Gen. Mgr.
Rear 634 Washington Street, Reading, Pa.

The Miami Valley Leaf Tobacco Co.
ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN
Packers of Cigar Leaf Tobacco
1903-4-5 Zimmer Spanish, 1905 Gebhardt, 1905 Dutch, 1905 Connecticut, etc.

to express my appreciation for the courtesies and consideration you have extended to me in the past, and solicit a continuance of the same on behalf of Messrs. Arthur Hagen & Co.

"Trusting that they may be favored with your continued interest and hearty co-operation in the promotion of White Rolls cigarettes, I beg to remain,

Yours very truly,
(Signed) Alex. T. Leftwich, Jr.,
District Manager."

The above notice has already been issued to the trade, and on and after July 1, next, the firm will represent as distributing agents the Ware-Kramer Co., of Norfolk, Va., manufacturers of the popular White Rolls cigarettes.

As a matter of fact many complimentary orders have already been showered on the firm's representatives, who will be retained and transferred from the Butler-Butler goods to White Rolls, and besides, we are informed a complete line of high grade Turkish and Egyptian cigarettes will also be added.

Arthur Hagen & Co. are to be congratulated upon their strategic movements in thus placing themselves in a more enviable position than ever before as independent distributing agents.

R. A. Scranton, has taken up headquarters in this city as district manager of Butler-Butler, Inc., whose account has just been relinquished by Arthur Hagen & Co.

On June 2d Samuel Velenchik, of Velenchik Bros., leaf dealers, issued an invitation to about 150 friends for a Brith Milah celebration, which reads as follows:—

Philadelphia, June 2, 1907.

Dear Friend:

Yourself and family are cordially invited to the Brith Milah Reception of our new born son, on Tuesday, June 4th, 1907, 12 30 p. m. at our home, 1714 North Seventh street.

Respectfully yours,
Mr. and Mrs. Samuel Velenchik.

B. Labe & Sons, on May 30, received a cable from Jacob Labe at Amsterdam stating that he had just purchased at the inscription of Sumatra tobacco held at Rotterdam 75 bales of tobacco, which would be forwarded at once. The firm has already sold considerable quantities of their earlier purchases.

Adolph Loeb, of K. Strauss & Co., returned last week from his visit to Amsterdam, after having attended several inscriptions and purchasing a considerable quantity of Sumatra, of which 90 bales were received here in the forepart of May, and last week 24 bales more arrived.

Harry Dolinsky, of H. Dolinsky & Son, is at present touring among Connecticut Valley tobacco markets.

I. Weinberg, with S. Weinberg, leaf dealer, has just returned from a visit among manufacturers through the State, where he is developing considerable new business for the house.

LOUISIANA MAN APPOINTED.

Pearl Wight, of New Orleans, to be Int. Rev. Commissioner.

Washington, June 3.

Pearl Wight, of New Orleans, the Republican national committeeman of Louisiana, has accepted the position of Commissioner of Internal Revenue, to become effective on December 1.

PHILADELPHIA LEAF MARKET

The leaf market has remained quiet and unpretentious during the past week, and nothing of special interest has transpired to arouse particular interest, unless it was perhaps the fact that, according to internal revenue returns, the April output of cigars shows a remarkable increase over the corresponding month of 1906, as well as over the preceeding month of this year. And this forms the most potent argument that the leaf market can advance for its continued firmness. Manufacturers are still persistently buying in a most sparing way only, and it was the numerous small lot sales that constituted the volume of the week's business.

The results of April business by manufacturers was truly surprising in view of the fact that more or less serious labor difficulty has been reported from many sections of the country, and it was just the reverse that was really expected. Besides that, manufacturers generally were reported to be short of urgent orders.

The Sumatra market has been the most active end of the leaf trade and a good demand for both old and new goods has existed, approaching the point of real briskness. At the second Rotterdam inscription, held on Thursday last, additional lots of new goods were bought by Philadelphia houses.

In Havana leaf the chief feature is centered in the fact that late rains will expedite the handling of the crops, of which a number of packings have been started. More activity has been aroused, but there is no change to be noted in prices.

IMPROVEMENT IN LANCASTER.

Aggregate Sales for May Exceed Those of Any Previous Month in 1907. Question for Packers.

Lancaster, Pa., June 3.

Information comes from several of the most active packers of leaf tobacco in this city to the effect that the trade now shows some improvement, and the aggregated sales during the month of May were far in excess of the volume of business done during the earlier months of the year. Not only are old goods (that is to say 1905—for little is left that is older than that) being gradually placed, but a considerable quantity of the bulk sweated 1906 packings have already found buyers. That is more especially true of tops, of which several packers have already practically sold out their holdings. Fillers are also sought for, and the American Cigar Co. is particularly active in the market, paying around 7 cents.

No material change in price has been noted, and owing to the continued unfavorable weather for the young plants, which are not developing as they should, it is becoming a serious question if farmers will be able to set out as large a crop as they otherwise might, and that fact is now placing packers in a quandary. They are beginning to consider seriously the advisability of urging sales at present prices, for they contend that if the crop is light, and possibly short, tobacco may make another rise and that many may wish that they had not disposed of holdings. And, on the other hand, if the crop this year should be a fine large one it would in all probability have a tendency toward somewhat lower prices, and that then packers would wish they had disposed of all the goods possible at prices now prevailing.

In view of these facts it is not at all difficult to see that they are at present in a predicament. The cigar manufacturer, on the other hand is in an equally bad position and will be affected by the same reasons as the packers. A good big crop this year, but which at present indications is not very probable, might bring a slightly lower price, if they could and would hold off buying, and vice versa, a short light crop this year would likely mean another advance in price. Therefore they do not know what to do either. All the advice in the world, however good and sincere, is of little avail just now, but this is the real cause of the sluggish market.

Much hope is, nevertheless, centered in the fact that manufacturers are meeting with a fairly good demand for goods, and that, packers feel, is an assurance of a continued firm market.

Some manufacturers are reported to be finding a strong demand for goods, but much complaint is heard concerning collections, and that is a serious hindrance to their progress at present.

The packing season has come to the finishing up point, and while there is still some tobacco in the hands of farmers there is very little buying at the present time. Of what is being bought the major portion is being secured by out-of-town people. Local packers, seemingly, have secured about as much as they wanted.

One of the oldest and most conservative leaf tobacco firms of Milwaukee has lately been operating in the field here, and is securing some tobacco, although not as much as it would probably buy if farmers were not so stiff in price.

There has been some setting out of new plants during the past week or so, but the weather conditions were so unfavorable that very slow progress was made. In fact some plant beds are showing damaged or decaying plants, and farmers are having to watch very carefully to see that they have a sufficient supply of hearty plants to meet their requirements.

John W. Duttenhoffer has just returned from a trip to Ohio, where he had gone to look over the tobacco market. He reports, however, that he found goods bringing so high a figure out there that he purchased very little.

Rutherford, Constitution, Hunter—a strong trio.
El Draco Cigar Mfg. Co., Philada.

Tobacco in York County.

(Concluded from p. 13)

It is true that Maryland, Kentucky and Tennessee tobacco has found some sale in this section, but certainly not for use in a cigar which was designed to be sold at anything like $30 per M.

As compared with the total output of cigars made in this county, with the exception of a certain few factories, the quantity of $30 per thousand cigars made here is small.

The statement that $1 per thousand profit would satisfy manufacturers making cigars sold at $30 per thousand is also glaringly false.

The use of Southern tobacco in the manufacture of certain grades of goods is not so new as it is purported to be, and it may be said the use of it for the purpose to which it is being applied more freely than formerly has given unexpectedly good satisfaction. It seems reasonably likely that the use of that class of tobacco for certain purposes in the manufacture of such classes of goods as it is used for is permanently established.

During May the receipts at the internal revenue office in this city amounted to $100,000. Licenses were issued for the opening of 24 cigar factories and tobacco manufactories in the county and adjoining territory. $100,000 in revenue represents an output of about 33,333,330, for this division of the Ninth District of Pennsylvania.

Of the 24 new cigar and tobacco factories just licensed 6 are in York, as follows:—J. S. Stroman, 124 W. Princess street; John D. Myers, 418 S. Water street; Penn Tobacco Co, 246 S. Water street; Viola S. Sutton, Curvin G. Yost, 223 Chestnut street, and Philip M. Hoffman, West York.

Red Lion has 6, as follows:—Robert A. Herbst, R. F. D. No. 2.; James E. Sprenkle, R. F. D. No. 3; H. C. Garner, R. F. D. No 3; Uffleman & Lamotte, C. F. Roseman & Co., Red Lion Tobacco Co.

The other factories were as follows:—Samuel J. McSherry, Gettysburg; Mattie Basehore, Yoe; Cora M. Wilson, Laurel, R. F. D. No. 2; Oram A. Aikens, Chanceford; C. R. Kinard, Springvale, R. F. D. No. 2; James E. Grove, Felton; James W. Joseph, York-New Salem; Frank W. Scott, Hanover; O. D. Frey, Dallastown; Fisher Bros., Hanover; W. H. Sawmiller, Craley; Ida E. Fishel, Yoe.

SPECIAL NOTICES.
(12½ cents per line, 8 point measure)

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EDWIN L. KOPPELMAN CO.
7-6-1h 81 Pine St., New York.

FOR SALE.—On account of other interests, manufacturer will sell his Stogie Manufacturing Business of $30,000 to $40,000 per year; established 20 years. Equipment, trade marks, labels, etc., offered in their entirety, or present proprietor will take entire output, and continue to market the goods. A good chance for an energetic business man. Address Success, care of The Tobacco World, Philadelphia. 4-17tf

STERNFELD & LEUSCH
No. 36 LaSalle Street, CHICAGO
Agents for Union and Non-Union Cigar Factories. Correspondence with Manufacturers invited. 6 5lh

WE PURCHASE Cigar Molds—undesirable shapes—such as No. 16,261, No. 8,832, No. 8,569. Write us, stating what you have and the quantity. Winget Mfg. Co., York, Pa. 12-12tf

FOR SALE.—36 Bunching Machines, 64 Cigar Tables, also 2 Stripping Machines. Will consider a fair offer. Address Box 21, care of The Tobacco World, Phila. 4-3tf

WANTED—By a prominent Chicago broker, a line of Union cigars to sell to big jobbing trade at $20 and upwards. Only large and reliable manufacturers need apply. Address Box 15, care of Tobacco World, Phila. 5-2tf.

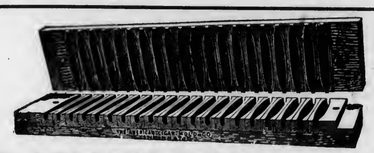
..Any Flavor You Need..
We'll Turn Out in Our Laboratory Under Our Guarantee. We'll Make Your Troubles Ours.
Acme Extract & Chemical Works
E. G. ECKERT, Proprietor. Hanover, Pa.

CIGAR RIBBONS
Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain
Largest Assortment of Plain and Fancy Ribbons
Write for Sample Card and Price List to Department W
WM. WICKE RIBBON CO.
36 East Twenty-Second St., NEW YORK

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

FARNHAM & REYNOLDS
Home Office: ADDISON, N. Y.
Packers of Finest Big Flats and Onondaga Cigar Leaf Tobacco
Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn.
CONNECTICUT HAVANA SEED

Joe Endress, Jr. A. C. Kercher
Pioneer Leaf Tobacco Co.
Germantown, Ohio
Packers of CIGAR LEAF TOBACCO



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Why should the Cigar Manufacturer pay Agent's Commission? We furnish All Shapes of the Best Grade Cigar Mold, direct to Manufacturer and will duplicate exactly any shape you are now using.
Send for our Catalogue of 1,500 Shapes
The American Cigar Mold Co., Cincinnati, O.

SIGNS! SIGNS! SIGNS! SIGNS! SIGNS!
SIGNS
CLOTH, ROPE FIBER and CARD-BOARD SIGNS and PAPER POSTERS, In Weatherproof Colors.
TRY OUR FOLDED EDGE SIGNS. Write for Prices and Samples.
THE MASSILLON SIGN & POSTER CO. MASSILLON, O
SIGNS! SIGNS! SIGNS! SIGNS! SIGNS!

Walter B. Hostetter & Co.
Packers and Dealers in
Leaf Tobacco
We make SCRAP FILLER for Cigar Manufacturers
WRITE FOR OUR PRICES AND SAMPLES
Rear of 144 W. Market St., on W. Mason Ave.
YORK, PENNA.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

Cigar Boxes

Established 1884

Cigar Boxes

GEO. E. WISNER

The Box Maker

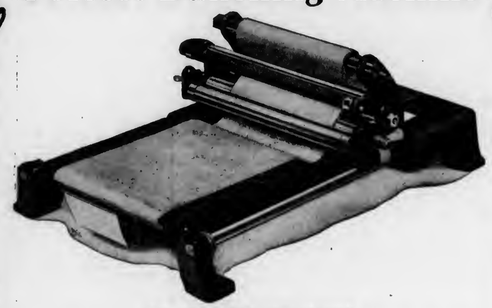
515 West Chestnut St.
LANCASTER, PA.
Both Phones

Gold Embossing a Specialty
Satin Labels Paper Labels
Gold Leaf Work in all Forms

Call and See Our Work

We also make Paper Boxes

Perfect Bunching Machine



SIZE, 16 BY 10 INCHES---WEIGHT, 18 POUNDS

Dear Sir:—You may have used Bunching Machines, and they may not have been satisfactory. Neither were the first mowing machines, or the first sewing machines; but could the farmer today get along without a mowing machine, or your wife get along without a sewing machine? They are both **Simply Perfect**, and do all that is asked of them.

That is the story of our Bunching Machine; it is simply perfect, and we call it the PERFECT BUNCHING MACHINE, and it does everything that is asked of it.

Now, if this little machine is all we say it is (and we are prepared to prove it), and will help you to make more money than you are now making, help you to increase your output and effect a saving in cost of production, you surely, as a business man, should be willing to let us tell you more about it.

Will you write us? Or, call at our factory, **No. 132 South Sixth Street, Philadelphia**, any day, and see this machine in practical operation.

Yours respectfully,

The **PERFECT BUNCHING MACHINE CO.**

Leaf Tobacco Markets.

BALDWINSVILLE, N. Y.

The continued cold and unfavorable weather has retarded the growth of the plants, yet, considering the conditions that have prevailed, many of the beds are nearly as well advanced as is usual at this time, and if the expected warm weather arrives the plants in some of the beds will be ready for transplanting by the middle or 20th of June.—Gazette

CONNECTICUT VALLEY.

The weather is very cold yet, and for four mornings the grass has been white with frost, and on Wednesday morning I saw ice formed in pails and still water; not much weather for the hastening the growth of plants in the beds, and a very bad time for those that were set in the fields. I was told by a farmer who has some tobacco set in two different fields that in one field the frost did but little damage, while in another field every plant was killed, and the two fields are very near each other.

Our correspondents write:

Conway, Mass., May 26: "Tobacco time is coming on, and still it is freezing weather. It does not look very encouraging, but we hope it will warm up and stay warm very soon. Boyden Bros. have transplanted some, and have had it killed twice by frost, so there is not much made by setting before the weather is seasonable for it. Others will begin this week, but if it continues cold I think it is better to hold them back and keep them in the beds for a few days longer. I have found it early enough of late years, if the setting was begun June 1, then it is warm and the plants go right along."

"Suffield, Conn., May 24: "Several of the local tobacco growers have been setting the crop in order to save the plants, which in a few days would be too large to be of any use."

North Hadley, Mass.: "A few of the growers began setting last week, but not much will be set before June 1, owing to the late beds and the cold weather."

Agawam, Mass.: May 27: "On account of the continued cold weather tobacco plants are very backward. A. E. Belden has a good bed under glass, and has transplanted two and one-half acres, and will continue to set through the present week. There will be quite an increase in acreage in this section this year."

North Hatfield, Mass., May 27: "A few of the farmers have begun setting tobacco. Among those who have set some lately are John Brennan & Sons, three acres; R. M. Swift, about an acre; Bardwell Bros., for Emerson C. Warner five acres, besides an acre or more for themselves; George and Oscar Belden, about eight acres; Charles Marsh, about three or four acres Henry Wolfram, about one and one-half acres. Several others are about ready to commence in a few days."—Am. Cultivator.

EDGERTON, WIS.

Another week of cold weather when temperatures dropped below the freezing point nearly every night does not tend to put a cheerful aspect upon the prospects for the coming tobacco crop. The plant beds are making some progress, it is true, probably doing better than growers have reason to expect under the conditions. They have certainly been toughened by such adverse conditions that it only needs a few days of warm sun to bring them forward at an amazing pace. The more forward beds have plenty of size and even the late ones are covered with an abundance of plants which under favorable condi-

(Concluded on p. 25.)

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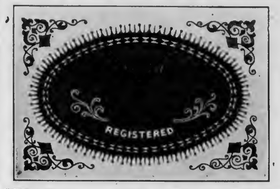

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TOBACCO BREEDING.

By A. D. Shamel and W. W. Coby, Bureau of Plant Industry, U. S. Dept. of Agriculture.

(Continued from last week)

A few of the growers of the Sumatra variety in the Connecticut Valley introduced Cuban-grown seed and used it for planting their general crops. In these fields the breaking up in type was not so noticeable as in the case of the Sumatra variety, but the effect of change in conditions in the variety was shown in the production of so-called freak plants. These plants had a branching, or suckering, habit of growing, bearing very small, sharply pointed, coarse leaves that were worthless for cigar-wrapper purposes. In a careful study of the plants in these fields it was found that at least one-third of the entire crop consisted of these freak plants.

In one of these fields the writers maue selections of seed plants of the most desired type, bearing the size, shape and general character of leaves adapted for cigar wrappers. This seed was saved under bag, and a similar plan has been followed up to the present time.

The writers during the past season planted in Florida Connecticut-grown seed of the Sumatra variety. It was found that while there was a noticeable change in the shape of leaf and in some minor characters in the Florida-grown tobacco, there was no violent breaking up of the type or indication of unusual variability. This experiment and other observations have led the writers to believe that the effect of changing seed from the North to the South is not accompanied by such marked changes as when seed is taken from Tropical conditions to Northern latitudes.

In summing up the observations on this subject it can safely be said that it is a dangerous policy to plant large crops of tobacco with imported seed or with seed from a very different section. In most cases it has resulted in failure and caused considerable loss to the growers. The general crops should be planted from seed produced under the same conditions as the crop which is to be grown. If it is necessary to change the seed or desirable to test imported varieties, it should be done on a small scale, followed by a most careful selection of seed plants, and the seed should be saved under bag, safe from cross-fertilization.

THE STRUCTURE AND ARRANGEMENT OF FLOWERS.

A careful study of the tobacco flower is one of the most essential factors in the beginning of tobacco breeding. Successful results, particularly in the production of new varieties, can seldom be obtained until one becomes familiar with the structure of the flower and the manner in which these parts perform their several functions. A full realization of the ease with which crossing takes place can only be obtained in this way, and, as has been previously stated, the prevention of promiscuous cross-pollination is of first importance in the production of a desirable and uniform type of tobacco.

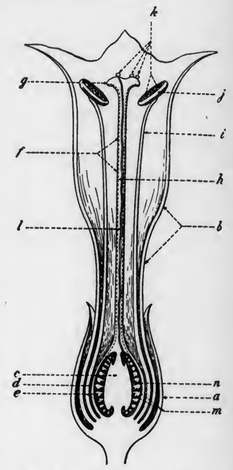

Fig. 1.--Diagrammatic Sketch of Tobacco Flower.

The tobacco flowers are arranged on a branching determinate flower head, which appears when the middle leaves are about half-grown and continues to develop and produce new flowers during the rest of the life of the plant. Figure 1 is a diagrammatic sketch of a tobaco flower, showing the parts of the flower and the general way in which pollination takes place. The calyx (a) is the outer, green five-parted, floral envelope at the base of the flower which serves to protect the flower in the bud. The corolla (b) is the delicately colored floral envelope inclosing the reproductive organs of the flower. Its color tends to attract insects, which are the principal agents in cross-pollination. Next inside the corolla are the five stamens, which are the male reproductive organs of the flower. Each stamen consists of the filament (i), supporting the anther (j) in which the pollen grains (k) are produced. The central organ is the pistil, or female part of the flower. The terminal enlarged portion (g) is the stigma. The pollen grains (k) adhere to the surface of the stigma (g) and germinate, sending an extremely minute tube (l) down through the central conductive tissue (h) of the style (f). This tube extends into the cavity of the ovary (d) and finds its way into the ovule (n) through a small duct or micropyle (m), where fertilization takes place. Other ovules (e) are fertilized by other pollen tubes. These ovules develop into seeds after fertilization. The ovary is two-celled, with a fleshy central placenta (c) on which the ovules are borne. The early capsules mature always before the flowering ceases. The shape of the delicately colored corolla is somewhat

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tubular, or, perhaps, more nearly like an elongated funnel. It is comparatively small from the basal end to a point about two-thirds the distance to the terminal end of the flower. At this point it enlarges suddenly to more than twice the size of the basal part of the tube (fig 1). It is composed of five petals, which coalesce to form the corolla tube, and separate only at the extreme end.

The tobacco flower is symmetrical. The number of sepals and stamens is always the same as the number of petals, but these floral circles do not remain constant, varying rather indefinitely in different strains, and even among individuals of the same strain. Trimerous flowers, or flowers with three parts in each flower circle, have been found growing on the same plants with pentamerous flowers, or those having five floral parts. This is the exception, however, and not the rule.

The tobacco flower is naturally self-fertile, and plants grown from self-fertilized seed are always stronger and more vigorous than those from cross pollinated seed when the crossing is within the variety. In Sprengel's discourse on the cross and self pollination of plants the statement is found that "nature seems to have wished that no flower should be fertilized by its own pollen." Later, Darwin stated that "nature abhors perpetual self-fertilization," but, unlike Sprengel, recorded a number of exceptions to this rule, and tobacco was among them The experiments of the writers conclusively substantiate the findings of Darwin in this connection. They have found self-pollination in the case of tobacco to be most desirable in all cases.

(Continued next week)

THE TOBACCO THRIPS

By W. A. Hooker, Bureau of Entomology, U. S. Dept. of Agriculture.

(Continued from last week)

OTHER THRIPS THAT MAY BE MISTAKEN FOR THE TOBACCO THRIPS.

While the tobacco thrips is the only species commonly found on tobacco, yet a number of other thrips which may be mistaken for this pest are found in the vicinity of the tobacco fields, or even accidentally upon the tobacco itself. Among those that may be so mistaken are the following species:

Euthrips tritici Fitch, the "wheat thrips," is a species generally distributed throughout the South. It has a wide range of food plants and can be found during a large part of the year in almost any blossom. In Florida it has been reported as injuring the orange and strawberry by attacking the blossoms. At Quincy, Fla., during the summer of 1905, it was found in large numbers associated with the tobacco thrips in oat fields bordering the tobacco fields. It was also found seriously injuring roses, causing the outer petals to wither before the flowers opened. It may be distinguished from the tobacco thrips by the yellowish color of the adult or winged form, which in the tobacco thrips is dark brown.

Thrips tabaci Lind. the "onion thrips," has been reported by Prof. A. L. Quaintance as quite abundant in Florida, attacking onions, cabbage and cauliflower. It may be distinguished from the tobacco thrips by its color, which is yellowish.

Anthothrips niger Osborn is another species which was very abundant at Quincy the summer of 1905. In oats and wheat bordering the tobacco fields it was found breeding in vast numbers with the wheat and tobacco thrips. It was also occasionally taken on tobacco and tomato. It is a strong flyer, and may be further distinguished from the tobacco thrips by its much larger size and black color.

A few specimens of Æolothrips bicolor Hinds were taken on oats and wheat in the vicinity of tobacco fields. This species may be distinguished by the white or yellowish pigmentation of the first three segments of the abdomen.

Chirothrips crassus Hinds was taken

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in October and November in large numbers in the sheaths of grass growing in tobacco fields. It was at first mistaken for the tobacco pest, because of the similarity in color, but may be easily distinguished, as it does not have the jumping habit of the tobacco thrips.

NATURAL CONTROL.

Rains.—Of the natural checks, rain is the most important. It is known that nearly all thrips thrive during warm and dry weather, and that they are washed from their food plants and destroyed in great numbers by the rain. This is true of the tobacco thrips in that it is washed off by heavy rains, yet unless the rain continues for several days few seem to be destroyed, for at the end of the first or by the second clear day following the writer has found it on the leaves in as large numbers as ever.

The influence of rain upon the pest, however, was very noticeable in its effect during the summer of 1905. Up to the latter part of June very little rain had fallen, and the drought was showing its effect on the unirrigated fields. At this time the dry spell was broken and the rains were very heavy and frequent. The June, 1905, rainfall, which was nearly three times that of the preceding June, yet still below the normal, nearly all fell during the latter part of the month and was followed by the heavy July rainfall, which was the greatest since 1900, and more than twice that of 1904 As a result the thrips were kept off the leaves, the plants grew rapidly, and priming was forced into twenty days where it usually takes thirty. The sand leaves were lost in large part because of this rapid ripening and the leaves affected to the greatest extent by white vein were thus eliminated from the crop. As a result of these weather conditions, white veins in the late tobacco were reduced to a very small percentage.

The great amount of injury in 1904 was undoubtedly due to the droughty season. That during 1905 and 1906 the injury was so much less than in 1904 must have been due to the greater precipitation. As before stated, it is quite evident that the amount of injury by thrips will vary from year to year, depending upon the period and amount of rainfall.

Insects.—Specimens of a small bug, Triphleps insidiosus Say, were found very commonly upon oats, where they seemed to be quite destructive to the thrips. When captured with the thrips by sweeping the oats with a net, they were shortly found with a thrips impaled upon their beaks, sucking out the juices. While this insect may assist in decreasing the tobacco thrips that breed on oats, it has not as yet been found on tobacco.

A fungus also was found growing upon dead thrips taken from tobacco in the seed bed; but this may be, and probably is, a form attacking the insect after its natural death.

REMEDIES.

Remedies may be considered under two heads, namely, cultural methods and insecticide applications.

Cultural Methods.

It is the practice of many tobacco growers to start the seed bed in the shade-tobacco field and, after the plants are removed, to plant it with the rest of the field. This practice is unquestionably a bad one, not alone from its furnishing a breeding place for the thrips, but also because it becomes a center of infestation for many other pests, particularly flea-beetles. It was noticed during the summer of 1905 that insect pests, and especially flea-beetles, were the most numerous in transplanted seed beds and in that part of the field adjoining the seed bed. It seems advisable, therefore, that the seed bed be located outside and at some distance from the tobacco field. Where it is necessary that the seed bed be located in the field, the thrips can be largely overcome by frequent applications of kerosene emulsion, as hereinafter described. Applications of Paris green also should be made to check other insects. This will apply to the seed bed wherever it be located.

(Continued next week)

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LEAF TOBACCO MARKETS

(Concluded from page 18)

tions might be in readiness for the fields by June 20. The situation as we view it is that there is more reason to fear that growers will be so behind with other farm work that they will not have their fields in readiness by the usual planting date than they will be waiting for plants.

A little straggling business is yet being done in warehouse handling of last season's crop, two houses having closed in the market during the week. There is no business to speak of in the '06 crop and in cured leaf the local markets have no new developments.

Shipments 750 cases.—Reporter.

Business Changes, Fires, Etc.

Connecticut.

New Haven.—W. W. Hardy & Co., cigars, sold out.

Georgia.

Atlanta.—Bowden Cigar and Soda Co., succeeded by Shelly Ivey.

Illinois.

Chicago.—Luther F. Mitchell, cigars, etc., chattel mortgage, $2,500.———B. Morris & Sons, cigar manufacturers, petition in bankruptcy.———Charles F. Smith, cigar broker, petition in bankruptcy.

Highland Park.—Peter F. Dooley, cigars, etc., bill of sale, $1.

Iowa.

Bloomfield.—W. A. Herman, cigar manufacturer, succeeded by Thomas L. Higbee.

Carroll.—Wiederhold & Pharrdescher, cigars, William D. Wiederhold succeeds.

Massachusetts.

Boston. — Hattie Bailey, wife of Harry, tobacco, etc., files certificate to do business in own name.

Medford.—Frank B. Gilman, cigars, chattel mortgage, $2,100.

Missouri.

Kansas City.—Mols Tobacco Production Co. incorporated; $10,000.

New Hampshire.

Nashua.—Thomas A. Phelan, cigar manufacturer, chattel mortgage, $134.

New York.

City of New York.—Hirtenstein & Greenwold, manufacturers and retail cigars, dissolved; business continued by Adolph Hirtenstein.

Penn Yan.—William Dolan, cigar manufacturer, chattel mortgage, $433.

Utica.—S. J. Wolfe, tobacco and news, damaged by fire.

Ohio.

Delphos. — Steinie, Shaffer & Co. (not inc.) cigar manufacturers, Henry Shaffer dead.

Rhode Island.

Providence.—Edgar B. Chatterton, cigars, etc., chattel mortgage, $154.

South Dakota.

Salem.—G. F. Meyer, cigars, succeeded by S. Gladstone.

Washington.

Tacoma.—E. M. Prochaska, cigar manufacturer, deed, $3,000.

Expert to Aid Canadians.

Consul Harry A. Conant, of Windsor, advises that tobacco growers of South Essex county, Ontario Province, are to receive the benefit this year of assistance from an expert employed by the Dominion Government. It is announced that he will open six experimental tobacco stations in different parts of the country for growing both cigar and smoking tobacco. Proved seed from Wisconsin will be used and the expert will have personal charge of the tobacco until it is harvested. Besides the Wisconsin seed thorough experiments will be made with Comstock Spanish, Havana seed leaf, and Burley.

Death of A. M. Adams.

Allen M. Adams, for many years superintendent of the F. F. Adams Tobacco Co. factory at Milwaukee, Wis., died at his home in Waukesha, Wis., recently, and was buried at the Forest Home Cemetery. He is survived by a widow and five children.

H. M. Wing and C. T. McMillen, formerly salesmen with W. T. Bacon & Co., of Indianapolis, have formed the Temple Cigar Company and opened a retail cigar store at 25 E. Market street, with a line of popular goods.

PATENTS RELATING TO TOBACCO FI

854,871 Match making machinery; Almon B. Calkins, Belleville, N. J.

854,870 Match making machinery; Almon B. Calkins, Belleville, N. J.

854,991 Match box; Wm. E. Edwards, Irvington, N. J.

854,820 Holder for cigars and the like; Wm. B. Goodwin, Columbus, O.

854,960 Match lighter; Justin G. McCarthy, Chicago, Ill.

855,203 Cigar cutter; Alfred Schickerling, New York City.

854,863 Match machine; John S. Woodbridge, Detroit, Mich.

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Major Paul, Lord Selkirk, Arrow Point } 5c.

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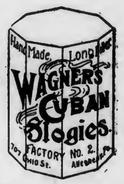

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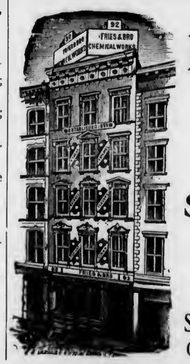

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WRITE US BEFORE PLACING ORDERS FOR PRIVATE LABELS, BANDS, ETC.

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DEALER IN
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Manufacturers of
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Special Attention to GOLD LEAF EMBOSSING HIGH GRADE Work
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Established 1891

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Dealers in
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Warranted to do more and better work in a given time, with less labor, than any Press on the market. Unsurpassed for power, strength, simplicity and durability, as well as ease and quickness in operation. Various sizes manufactured. Write for prices and full particulars. They are indispensable in leaf packing and tobacco warehouses. Hundreds in use.
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Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
Consignments Solicited Advances Made
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JOBBER and DEALER in PRODUCTS of
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IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds
Are the CIGARS of the following Registered Brands
"Brilliant Star" Clear Havana . . 10c.
"S. B." Half Havana . . . . . 5c.
"S. B." Little Havanas . . . . . 5c.
"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made 2 for 5c.
Special Brands Made to Order
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here We Will Save You Money

For Sale by All Dealers
VIRGINIA

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The AMERICAN TOBACCO CO., NEW YORK

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THE TOBACCO WORLD

MONUMENTAL LEAF TOBACCO CO.

East Lombard St., between Charles and Light, BALTIMORE, MD.

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Goods Sold in Original and Broken Packages

A large assortment of SUMATRA in less than bale lots to select from

Orders for Samples Solicited

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E. REGENSBURG & SONS

THE AMERICAN

TRADE MARK. REGISTERED

HAVANA CIGARS

NONE GENUINE UNLESS BEARING THIS BAND — WITH OUR TRADE MARK IN COLORS

E. REGENSBURG & SONS — THE AMERICAN

BEWARE OF IMITATIONS.

ON SALE EVERYWHERE

Constant Growth

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Constant Merit!

Cigars that hold the confidence of their smokers pay dealers best.

DIAMOND JOE CIGAR FACTORY brands stand pre-eminently in a class of their own

H. FENDRICH

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THE TOBACCO WORLD

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No other brand of Tobacco has grown so quickly in public favor

Reasons:

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SUMATRA TOBACCO

New Crop

SUMATRA TOBACCO

Samples gladly submitted on application

2,600 Bales Purchased at the First Four Inscriptions

H. DUYS & CO.

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LA HILDA CIGAR FACTORY
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CORRESPONDENCE SOLICITED PHILADELPHIA

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615 Market St., Philada.
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SUPERIOR Quality and Workmanship

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Guaranteed Strictly Hand Made
Imported Sumatra Wrapper Long Havana Filler

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Philadelphia CIGARS

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White Knight
5-cent Cigar
Made by
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Walder & Stein, Makers, Philadelphia
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W. K. Gresh & Sons, Makers, Norristown, Pa.

YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
All Jobbing Houses

Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST
MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE
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Racine Paper Goods Co., Racine, Wis., U.S.A.
Sole Owners and Manufacturers.

THE TOBACCO WORLD

Vol. XXVII., No. 24 PHILADELPHIA, JUNE 12, 1907 One Dollar the Year

FLORIDA vs. CONNECTICUT.

H. S. Frye Believes Southern Leaf More Dangerous than Sumatra.

According to reliable advices more than 90 per cent. of the New England tobacco crop of last year has been s ld, the aggregate amount received for the crop being about $5,000,000. The figures are sufficient evidence that this is one of New England's important and highly profitable industries. Although the tobacco was of an unusual quality, prices for Havana and seed tobacco have not been higher than usual. Broadleaf prices broke badly a month ago and scores of broadleaf growers sold their crops at less than cost. They have since regretted their haste.

It is of more than passing interest to note that Horace S. Frye, a former president of the New England Tobacco Growers' Association, is of the opinion that New England growers face a greater danger from the competition of Florida and Georgia shade grown tobacco than from Sumatra or other imported wrapper tobacco, which is dutiable at $1.85 a pound. Mr. Frye says that Florida growers are fully as intelligent as the New England growers and have the advantage of cheaper labor, a more fertile soil and better climatic conditions. These growers are producing cigar wrappers which manufacturers find more economical at $1.50 and $2 a pound than the New England product at less than half the price. While Mr. Frye is not prepared to suggest a remedy, he is confident that the next few years will prove the truth of his contention that the time and energy now being spent to combat a reduction in the tariff on tobacco from the Philippines could be more profitably employed in meeting the situation created by the Florida and Georgia planters.

Tobacco Trust Employes' Bounty

New Orleans, La., June 6.

In connection with the bounty which it is providing for its employes, the American Tobacco Company has issued the following letter:

"Upon proof of the death before July 1, 1907, of any person in the employment of this company at the time of his or her death, who shall have been continuously in the employment of the company for at least one year preceding his or her death, and whose wages do not at the date of his or her death exceed fifty dollars per week, the American Tobacco Company will donate in cash to the person finally designated by such employe, a sum of money equal to the wages paid to such dead employe by this company during the last year of his or her life, not exceeding, however, in any case, the sum of five hundred dollars ($500).

"An employe desiring to avail himself or herself of this bounty must give to the cashier of the branch at which he or she is employed, the name of the person selected to receive it; and such selection may be changed by the employe, and payment will be made only to the person finally designated, and not to the heirs, executor, administrator, creditors or assigns of such persons.

The American Tobacco Co."

THE ILLINOIS CIGARETTE BILL

Has Been Signed, But Its Legality Has Yet to be Proven.

Springfield, Ill., June 6.

The Berry anti-cigarette act, prohibiting the use of cigarettes, cigars or tobacco by any person under 18 years old in any public place, was approved by Governor Deneen. A penalty also is provided for furnishing smoking materials to persons under this age, while for manufacturing, selling or giving away cigarettes containing any substance deleterious to health, other than tobacco, a penalty of a $100 fine or jail imprisonment of thirty days is provided.

Cigarette Law to be Tested.

Chicago, Ill., June 7.

My Lady Nicotine is to be compelled to bring a lawsuit.

Her friends say that she has been grossly slandered by the the Illinois Legislature, Lucy Page Gaston and Lee O'Neill Browne.

Miss Gaston retorts that My Lady Nicotine is a jade.

And Lee O'Neill Browne just laughs because he has shown how easy it is to "put over" a joker on the Legislature.

The alleged slander of My Lady Nicotine is that she is specifically and by name called "a substance deleterious to health" in the anti-cigarette law.

Manufacturers, dealers and smokers of cigarettes are agreed that the Legislature having applied that epithet to tobacco, must prove it. They have not started their suit yet, but they undoubtedly will as soon as the law becomes effective, July 1.

Chicago dealers and makers of cigarettes had not realized yesterday the full effect of the law the Governor signed Monday. Miss Gaston seemed the only one who knew its exact terms. They are as follows:

"Section 1—Be it enacted, etc., that every person who shall manufacture, sell, or give away any cigarette containing any substance deleterious to health, including tobacco, shall be punished by a fine not exceeding $100 or by imprisonment in the county jail for a period not to exceed thirty days."

Tobacco men supposed that the terms were, instead of "including tobacco," "other than tobacco." And that was the language until Lee O'Neill Browne, "the member from La Salle," according to report, gave a practical illustration of introducing a joker.

President Curlett, of the United Cigar Stores Company of Illinois, said yesterday that he had not seen the law, but that he had no doubt its constitutionality would be tested when the time came to enforce it.

"It is for Miss Gaston and her friends to prove tobacco is deleterious to health," was the gist of the opinion of a dozen lawyers—all cigarette smokers.

—The Molo Tobacco Production Co. has been incorporated in Kansas City, with a capital of $10,000, by Irving M. Hill, Louis J. Long and Alfred R. Kent.

WAREHOUSE FOR MILWAUKEE.

Local Collector of Customs Wants $10,000 Structure.

Milwaukee, Wis., June 7.

After years of patient toiling in the effort to get a bonded warehouse for Milwaukee in which to store imported tobacco and other merchandise, Collector of Customs W. H. Devos is going to "take the bull by the horns" next fall and prepare a bill which he will ask the local congressman to introduce at Washington. By the terms of the bill the Revenue Department will be authorized to erect a bonded warehouse in this city.

The need for such a structure has long been recognized both by the local customs officers and the Department at Washington. Collector Devos has made several trips to Washington for the express purpose of inducing the authorities to authorize him to construct such a building. These efforts have all been in vain because such an expenditure can only be made by the Department upon the authority of a special act of Congress.

Numerous expedients have been tried in an effort to make the basement of the Federal Building here come up to the requisites of a storehouse. Among these expedients was the one of installing an elaborate system designed to increase the humidity of the atmosphere there in order that imported tobacco might be stored without losing weight. This was a failure as were several other expedients tried and at last Collector Devos has determined to put the case squarely up to Congress at the next session by having the necessary bill introduced.

Association Tobacco Sold Well.

Springfield, Tenn., June 7.

The tobacco sales of the Planters' Protective Association have been quite active at the salesroom here this week, the prices received being much higher than before the organization of the farmers and the establishment of the salesroom here. Some of the fine selections brought as much as 17 cents a pound. This is a higher price than ever heard of before. The farmers are going wild over the prices they are receiving.

Paducah, Ky., June 7.

A. N. Veal, local salesman for the Dark Tobacco Growers' Association, said this morning that 2,000 hogsheads of tobacco had been sold by the association so far this year, as compared with the first five months of last year when only 40 hogsheads had been sold. And the improved conditions are further illustrated by the fact that the 2,000 hogsheads sold this year, have been sold at an advance of $2 over the prices of last year. It is reported that the association may stop its sales now, but this report is not credited by the local officials. Increased demand, poor prospects for next year's crop, and an actual scarcity this year, are given as the reasons for the high tobacco market.

TOBACCO FOR THE VETERANS.

Generous Citizen Will Supply the Washington Temporary Home.

Washington, D. C., June. 8

Matters of interest to former soldiers and sailors of the Civil War and the war with Spain were transacted by the board of management of the Temporary Home for Soldiers and Sailors at a meeting held this week at the institution, 106 Third street. Col. Benjamin F. Chase, who is just recovering from an attack of illness, was in his place as president of the board. Tobacco as a charity was one of the subjects that occupied the attention of the board. The statement was made by a member that when habitual tobacco users, as are most of the veteran soldiers, are in need of a supply of the weed it is a genuine charity to supply the want, as otherwise they may suffer severely. The subject was brought before the board as the result of a reading of the monthly report of Capt. A. A. Maxim, superintendent of the home. One of the items showed that Nathan Sickle, of 1011 Pennsylvania avenue, had agreed to furnish the inmates of the home from week to week with all the tobacco and pipes they may need.

On motion a resolution was unanimously adopted extending the thanks of the board to Mr. Sickle for "his kindness and interest" in the veterans. Superintendent Maxim characterized the new tobacco charity as "a God-send," and added that Mr. Sickle had already sent the home a large supply.

Moonshine Cigar Manufacturer Arrested.

Newark, N. J., June 6.

After a hearing held before U. S. Commissioner Samuel F. Bigelow, in the Federal building yesterday, Generoso Della Vechia, a qualified cigar manufacturer, of 137 Seventh avenue, was held in $300 cash bail to await the action of the Federal Grand Jury on a charge of removing from their place of manufacture fifty unstamped cigars. Della Vechia was arrested on Saturday night by Plain Clothesman Victor A. Tortoriello, of the Second Precinct, at the instance of Captain John E. Brown.

The evidence adduced by District Attorney J. B. Vreeland showed that a 17-year-old boy whose name was not ascertained, had removed the cigars which were a kind of Italian cheroot selling at retail for a cent a piece, from the manufacturing room, and was about to deliver them to James Dolos, of 32 Garside street. The officers entered the place before delivery was entirely made and the money changed hands. The man had been held in $500 realty security, but on motion of former Judge Sweeney, Commissioner Bigelow reduced the amount of the bail when the cash was offered.

Vincenzo Camisa, of 14 Sheffield street, was arrested the same night on a similar charge and his case was to have come up before the commissioner this morning, but was laid over.

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**
115 Arch Street, Philadelphia

FOUNDED 1855
John T. Dohan — SELECTED D&T VUELTA ABAJO — Wm. H. Dohan
FLOR de D&T
DOHAN & TAITT
Importers of Havana and Sumatra
Packers of Leaf Tobacco
VUELTA ARRIBA
107 Arch St. PHILADA.

K. STRAUS — A. LOEB
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IMPORTERS OF
PACKERS OF HAVANA LEAF TOBACCO
301 & 303 North 3rd St.
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Established 1825
LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
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Leaf Tobacco
322 and 324 North Third Street, Philadelphia

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Importers of Havana and Sumatra and Packers of Seed Leaf
Tobacco
125 North Third St., Philada.

LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
and
Packers of Leaf Tobacco
306 North Third St., Phila.

L. BAMBERGER & CO.
Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**
111 Arch Street, Philadelphia
Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N. Y.

GEO. BURGHARD
Importer of
SUMATRA and HAVANA
and Packer of LEAF TOBACCO
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H. Golinsky & Son
Importers & Packers of
HAVANA AND SEED LEAF TOBACCO SUMATRA
147 N. Third St, Philadelphia, Pa.

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IMPORTER of HAVANA and SUMATRA
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The Empire Leaf Tobacco Co.,
Importers and Dealers in
ALL KINDS OF
SEED LEAF, HAVANA and SUMATRA **Tobacco**
118 N. 3d St., Phila.

J. S. BATROFF
224 Arch St., Philadelphia
Broker in LEAF TOBACCO

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA
THE TOBACCO WORLD

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The preceding cut is a fac-simile, in its actual size, of the Precinta, or Warranty Stamp, which is used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that the Cigars, Cigarettes and Cut Tobacco packages which bear these stamps were made in Cuba.

Thus a copy of the Warranty Stamp, attached to any Box of Cigars and Cigarettes or to any Package of Cut Tobacco, means that those Cigars, Cigarettes and Cut Tobacco have been made in Havana, Cuba, with the Genuine Tobacco Leaf grown on the Island of Cuba.

DON'T FORGET THIS, IMPORTERS, DISTRIBUTORS and RETAILERS.

THE COLORS OF THE PRECINTA:—Black with Pale Blue Ground; fac-simile of the Seal of the Presidency of the Republic, Sky Blue.

IN THE GOOD OLD DAYS OF MY LORD NICOTINE.

Tobacco in the Period of the Roman Empire.

CONDUCTED BY W. H. PRESCOTT. Copyright 1907, by The Tobacco World.

INTRODUCTORY.

Professor K. Ript, the noted explorer, Egyptologist and archæologist, of the London Archæological Society and U. of P., who spent the past five years in aiding the work of uncovering the ancient buried city of Herculaneum— which was destroyed by a volcano 79 A. D.—recently returned to his home in New York on a three months vacation. He brought with him many valuable relics and curiosities of antiquity, together with records of history, etc., written on parchment—or papyrus, as scientists call it on account of its indestructability. These priceless records of the days of the ancient Roman Empire are written in Hieratic —an almost unknown language today, and decipherable to only a few scientists. After long negotiations with Prof. Ript, the writer secured the papyrus rolls containing accounts of Lord Nicotine and tobacco in the days of the Roman Empire, and will translate them for readers of The Tobacco World. The writer wishes it distinctly understood, however, that he disclaims any and all responsibility for apparent historical inaccuracies or discrepancies that appear. He does not vouch for the venerable hieroglyhps—merely translates them as they are recorded and presents them to the reader, leaving him to form his own conclusions.

The tobacco papyrus account concerns itself mainly with the life of My Lord Nicotine, a Roman nobleman who flourished about 100 B. C., in the busy, beautiful city of Herculaneum. Lord Nicotine was a Roman Senator, owned extensive tobacco fields at Koneyile, a suburb of Lancastoria, conducted a large retail cigar store near the Forum, and made sales trips to the neighboring cities of Napoli, Roma, Manhatti, Fidelphy and Porkapoli. Lady Nicotine, his wife, assisted him in the tobacco business. Bynder, their son, clerked in the cigar store. Phillre and Rapre, their two daughters, attended the schools of learning and assisted in home duties.

Lord Nicotine, the records show, was well versed in tobacco knowledge. He was quite a philosopher; a man about-town, and prone to use expressive language. His wife was also well-versed in tobacco lore; was a wise, lovely and languous woman and one gifted with second-sight—an advanced psychologist who, in trances, peered into the future with marvelous accuracy. She predicted the destruction of Pompeii and Herculaneum fuily 170 years before they were buried in lava and ashes.

Much contained in the papyrus records of the days of My Lord Nicotine bear upon discussions about tobacco, cigar store doings and management, etc., which took place between Lord and Lady Nicotine and visiting tobacco merchants, traders, cigar manufacturers and brokers, and these discussions cannot but prove interesting to the retail cigar dealers of the present day.

After all is said and done it seems as though people are very much alike in all epochs and times. The years roll on; there are many changes, but Man—in temperament, thought, deeds and daily life, seems to have been the same creature in all ages—ancient or modern.

Instalments of "In the Good Old Days of My Lord Nicotine" will appear weekly in The Tobacco World, an exclusive feature—until further notice.

Next week the first instalment of the papyrus records will appear. Lord Nicotine gives his opinion as to extending credit.

—There is sense in the following advice, offered by a large Chicago firm: "Do unto the printed matter of others as you would have them do unto yours."

Constitution Seed and Havana stands for Quality and Workmanship. Remember that.

A Good Pair to Go On . . .

Two of Our Popular Five Cent Brands.
Our Goods are Made of Best Selections,
Made Carefully, and Made to Duplicate.

Wolf Brothers,
RED LION, PA.

INCREASE YOUR PROFIT!
Columbia Straight Will Do It.

We bought a large supply of Good Havana and Domestic Tobacco at the right time.———We are located where Good Workmen can be had at Fair Prices.
These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.

Fred Schlaeger & Co., Columbia, Pa.
Samples on application.

THE REALM OF THE RETAILERS

Timely Talks with Enterprising Dealers.

On Upper Broadway, New York, two fairly young men are keeping a retail cigar store and, judging from the story the junior member of the firm related to the writer, they owe the success they have attained the past two years to three leading things—Preparation, Integrity and Politeness. The junior member referred to said: "When we bought this stand the owner had allowed business to run down. He mainly handled 5 cent cigars, chewing and smoking tobacco and cigarettes. When Jim and I took charge we put in three days clenning up the store, fixtures and stock—then laid in a stock of best brand of ten, twelve-and-a-half and fifteen cent smokes equal to half of the entire stock carried. We carefully exploited our store and goods via neat letters to our friends and acquaintances; put in attractive show windows and advertised some. Without illegitimately 'working' the associations I quietly let friends of mine in four secret societies know that 'Jim and I' were 'in business' and that favors received would be reciprocated. Jim, who has art and music hobbies, followed a similar plan in art and musical circles. We opened at 7 a. m. and closed at 11 or 11.30 p. m.—after the theatres had closed. We took a shift each every day—then hired a clerk—and he is a faithful worthy one we have trained to our methods of doing business. We have certain duties we attend to on certain days, such as buying new stock, keeping accounts, paying bills and laying plans for the futurc. We have kept our credit immaculate and now, if we ask a favor of those we buy goods of we get it. We are as polite to the salesman who tries to sell us goods as we are to the customer who patronizes us. We have found that salesmen can do us considerable good by kindly words to their friends—and good-will is worth a great deal. So far as lies in our power we have never misrepresented the goods we sold. We pushed the higher priced cigar trade hard—and gave less display and attention to certain lines which paid quite poor profits and took considerable bother and trouble to handle. We have persistently bid for high grade patronage; have endeavored to prove to customers by act, word and deed that we would give them a square deal; that our welcome to them was sincere and not 'put on' and that when we had patronage of any kind to extend we would spend our money with those who spent money with us. We are surrounded with competition and yet have not done 'price-cutting' to secure trade for we have found that price while an object, is not the whole thing with many men, by any means. Havana clear, sir? Yes—we have several pleasing brands. I'll show them to you."

• • •

—The retail cigar dealer who fails to join the nearest association is standing in his own light.

Sometimes It Pays to Move.

Said a Broad street retailer: "Maxims are theoretically correct—in the abstract, but not always so in the concrete. For instance, take the old maxim, 'A rolling stone gathers no moss.' Before settling down here I rolled, or rather moved about considerable. I bought out, sold or changed stores seven times in three years—for I was searching for the stand I felt I could make money out of. Evening the whole thing up, I made money by moving and eventually struck what I was after: a sure money making stand. Had I remained where I first opened I would have made a living, I suppose—but I wanted more than that, I wanted to make money enough to get ahead in the world and lay by some for the inevitable rainy day. Have I succeeded? Beyond my best hopes. My advice to dealers 'just getting along' is to keep a sharp lookout for a better store—then move."

R. W. BOCH
of the Boch-Griffin Co., Prominent Philadelphia Retail Cigarists and proprietors of fine stand "In the Corridor" Real Estate Trust Bldg., Broad & Chestnut Sts.

ADVERTISING TIPS.

Almost every retail cigar dealer does more or less advertising—from the sign over his door or before his store to good spaces in newspapers and magazines. To "write a clever advertisement" bothers eight merchants out of every ten; in fact, whenever they can afford it, they have it done by one skilled in the art of getting up good advertisements. For the benefit, however, of the many tobacco retail merchants who do advertising and are glad to get helpful hints concerning advertising, writiing advertisements, etc., The Tobacco World will each week under the above caption, publish sensible hints and suggestions, gathered from various recognized advertising authorities and experts. As a starter, the following pointers, taken from Printer's Ink, are placed before our readers with the following advice: Devote some moments every time you get a chance to the subject of advertising. It is well worth the while. Publicity is most desirable in business. It is almost always the case that the widely known dealer is most successful in business and to gain the ear of a careless, busy world, one must "blow his own horn." And doing it via advertising is a quick way and almost inevitably successful. Here are the advertising pointers:

Say—whether much or little in your advertisements—only what you can live up to.

The highest rates occasionally appear to have been the lowest when results are investigated.

It is always the merchant, not the customer, who is the ultimate victim of dishonest advertising.

An ounce of experience is worth a ton of theory. Don't abandon hastily the bridges that have carried you safely over.

Crude and bungling salespeople often handicap a business to an extent which the best sort of advertising cannot overcome.

Make a mistake in an advertisement, that everybody can correct, and you will get a clew to its power of attracting attention.

In the bright lexicon of successful men there is no such word as luck; but among the P's you will find a word of five letters that resembles it.

Depth in an advertisement is conviction. The element which moves readers is the something that they feel. Advertising of depth has this element.

Putting the price in the window, if it is really a record breaking price, makes the goods talk effectively. It is often done, of course, but it is too often omitted.

Procrastination is the Thief of Time.

"There! I knew I had forgotten something!" was the exclamation of a Broadway, New York retailer, on the night of May 29th, as he stared dejectedly into his spacious show window. Questioned concerning his trouble the retailer said: "Three days ago I decided to put in an appropriate Memorial Day display. I have fine pictures of General Grant and Phil Sheridan up home; intended to bring them down, set them on easels in the window, drape them with Old Glory and then add a few displays—such as a cigar box fort and cannon—things like that, you know. Here it is ten o'clock of the eve of Memorial Day and that week old exhibit still in the window and too late to do a blessed thing. My G. A. R. customers will sour on me and other dealers who make good on their windows will win friends. Drat the luck! Its poor consolation to lock the stable door after the horse is stolen. I wish I had gone at that display when I set out to do it."

• • •

THE SHOW WINDOW.

A veteran New York show window trimmer and decorator, said in a recent interview:

"It is not want of ideas nor lack of enterprise that keeps so many retail cigar dealers from realizing more freely on their show windows—it is want of steam or lack of industry. That is to say, it is one of these things in many cases.

"In some cases the reason of the failure is the absence of grim determination, the quality that kept General Grant "fighting it out on this line, if it takes all Summer." The duty of properly making use of the store window is not a pleasant, cheerful, showy, all-sufficing occupation to most people, unless there is enthusiasm in the dealer, an enthusiasm for the business and all parts of the business."

By all means keep the show window well-cleaned. In large cities companies who make a business of window cleaning will perform the work thoroughly every day or every week for a comparatively small sum. In cities and towns where no such convenient companies exist, the cleaning must be done by the proprietor or an employe, and it should be attended to religiously. Dust-stained and rain-blotched show windows repel; detract from the value of the very best exhibits and place a run-down-at-the-heels appearance on the whole place. There are special window cleaning powders and soaps as well as rubber cleaners, mops, and similar convenient accessories for cleaning—and their use saves labor, temper and time. Keep the show window bright and clear.

There need be but little waste of decorations and accessories used in making show window displays if proper care is taken of them when they are removed to make way for a new display. Bunting, strips of velvet, and similar cloth can be brushed and placed either in a drawer or box specially provided for the purpose. In fact, almost everything that goes into a window can be used over and over aagin—but in securing new effects, of course.

• • •

Window and Store Placards.

The goods always have the last word. The last word of Wish Bone, Model American, Gov. Pattison and Rose Show brands is O. K.

—

Step inside and become eligible to join the "Satisfied Smokers."

—

The bouquet of a good cigar is proof of merit. Our Havanas have a bouquet.

—

Be sure you smoke a cigar—especially one you have never tried, before you condemn it.

—

Mild, medium or strong, and at all prices—Our cigars and tobacco.

—

Cigarettes—imported and domestic, at lowest trade prices.

—

The Vesper cigar makes a fine twilight smoke.

TOBACCO EXPOSITION NOTES.

Representative manufacturers in the trade continue to contract space for exhibits at the next Tobacco Show. Those already enlisted form a strong company of substantial independent houses, who will more fully test the theory of combined effort at the coming Exposition, where will be found an aggregation of the independent trade from various sections of the country.

Philip Morris & Co., Ltd., will make a magnificent exhibit, displaying their Cambridge cigarette. The management of this company have contracted for 900 square feet of space at the Tobacco Show, upon which will be erected their magnificent booth in reproduction of Windsor Castle. Their location in Madison Square Garden is the same as last year, except that their space includes the section then used by the United States Department of Agriculture.

Counters and show cases will be in stalled, and the interior of the booths fitted up in the style of handsome retail stores, with ample room to receive guests. A number of representatives from the selling force will be in attendance throughout the Exposition.

There will also be a force of Turkish men in native costume who will make Cambridge cigarettes by hand, which cigarettes will be used to supply the retail demand at the company's booths.

The visitor to the Tobacco Show of 1907 will again have opportunity to secure a graft ticket, one of the features of which will be a box of Cambridge cigarettes upon a coupon of every ticket of admission to be sold at the box office. This coupon will be redeemed to the purchaser free of charge, upon presentation at the Cambridge booth.

Durlach Bros., well known manufacturers of Porto Rican cigars, are now numbered among the exhibitors for 1907. This firm was not represented last year, but recognizing that every independent factory should be identified with this great Exposition for independents only, 250 feet of space have been secured in a prominent location, and will make a display befitting the progressiveness of the house.

There will also be a number of instructive and attractive exhibits of machinery in motion at the next Tobacco Show. Besides the cigarette machine which will make cigarettes daily during the two weeks, there will be a machine for packing the cigarettes into pasteboard boxes, ready for the label to be attached.

The International Packing Machine Co., at 56 Pine street, New York, and with offices in Havana, has arranged to demonstrate to the trade its wonderful cigarette packing machine. Exhibits will be given daily at stated intervals showing the advantages of packing cigarettes by machine rather than by hand, as is now the custom in most factories. Cigarettes will be made and packed while one waits, and a smoker may watch the entire process.

Another manufacturing exhibit which will attract the universal attention of the crowds will be the booth of the Albert Speirs Mfg. Company, who will manufacture corncob pipes.

This is an unusual industry. Brought into existence less than thirty years ago, the actual sales of these pipes now amounts to 150,000 every day. The first corncob pipe was made in Washington, Mo., which is now the center of the industry as a whole. The original factory devoted to its production was primitive in the extreme, and from humble beginnings, the growth was gradual. Piece after piece of machinery was invented to meet the needs of the construction of the pipe. As this machinery was installed, the plants were enlarged, until the modern corncob pipe factory of the present is fitted with every requirement and facility for perfect workmanship that it is possible to secure in this age of skilled perfection.

The Steinecke Cigar Clipper Co. will exhibit their full line of R. S. cigar clippers. This clipper became very popular both with the trade and with consumers during last year's Exposition, and the company this year has arranged for a more extensive display to supply the anticipated demand. The R. S. clipper is made in several metals, the nickel clipper having the largest call but the sterling silver style is a good seller, while the solid gold may be had as well. For special orders, the gold clipper is sometimes set with a diamond. Then, with monogram engraved, it makes a handsome gift, the utility of which only a man can appreciate.

—In 1903 the United States imported 3,016,956 pounds of tobacco from Mexico, valued at $17,234,915. It is another proof of the fact that Uncle Sam ought to try to raise more tobacco of his own.

RUTHERFORD CLEAR HAVANA CIGARS
Are Popular
Because They Please the Consumer,

Gieske & Niemann, Packers & Dealers in Leaf Tobacco
No. 204 South Charles Street
Baltimore, Md.

Keyno
HAVANA SHORTS
2 oz. 5c.
Norristown
Tobacco Works
NORRISTOWN, PA.
Manufacturers of
Havana Shorts
Private Brands for Jobbers a Specialty
Samples submitted on application

IT IS BUILT FOR STRENGTH
But is not heavy. Notice the position of the Steel Spurs. It won't "Run Away."
Used in Factories and Warehouses everywhere
Price $5.50
WOLF & LUKASAWITZ, DAYTON, O., say:
¶Gentlemen: We have been using your Boss Trucks for a period of ten years, and would say that they have given us the best satisfaction, and you may send us three more of the same make.
MANUFACTURED BY
THE WM. F. KRAMER CO.
DAYTON, OHIO
The "BOSS" Box Truck will move your Tobacco Cases easily and safely

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

John U. Fehr Established 1883 Geo. N. Fehr

J. U. Fehr & Son

Importers and Packers of

Leaf Tobacco

700 Franklin St., 101 to 107 S. 7th St.,

READING, PA.

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia.

Long Distance Telephone, Market 3025.

S. Weinberg

121 North Third Street

PHILADELPHIA

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

Tobacco

Cable Address, "Heiland, Lancaster" Telephone Service

JOHN F. HEILAND & CO.

COMMISSION MERCHANTS AND DEALERS

Leaf Tobacco

Eastern Agents MaGee Tobacco Case

Representing

George H. Rumrill, Janesville, Wis.;
The Miami Valley Leaf Tobacco Co., Dayton, O.;
The Krohn Tobacco Co., Windsor, Ct.;
Dowaard & Koking, Cincinnati, O.;
F. W. Dohrmann & Son, Cincinnati, O.;
Meiskey & Heiland, Lititz, Pa.

48 E. Chestnut Street

P. O. Box 178

LANCASTER, PA.

H. VELENCHIK S. VELENCHIK

VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

HENRY RINDSKOPF

Packer and Importer of

Sumatra, Havana and Domestic **LEAF TOBACCO**

N. E. Cor. Fifth and Washington Sts.

Reading, Pa.

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630-636 N. Prince St.

Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of **Sumatra and Havana**

Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

No. 240 Arch Street, Philadelphia, Pa.

E. A. CÁLVES & CO. ....IMPORTERS of C HAVANA, 123 North Third Street PHILADELPHIA

LARGER SUPPLIES OF LEAF NOW REPORTED IN CUBA.

Vegas in the Vuelta Abajo, Said to Aggregate 3,000 Bales, Waiting for Buyers. Question Is, Why Were They Passed By?

Special Correspondence of The Tobacco World.)

Havana, Cuba, June 3, 1907.

The movement in the market during the past eight days has only been moderate, but with prices well sustained. The remaining stocks of old Remedios seem to be gradually dwindling, and it therefore looks as if the supply of this style of leaf will also be entirely exhausted before the new crop comes to market.

While it may be said that the rainy season has finally set in all over the country, the receipts of new tobacco are still about 1,000 bales per week behind as compared with the 1906 crop, and notwithstanding the very small crop of last year we are still over 7,000 bales short in our receipts from the country up to this date. However, this apparent shortage will soon disappear after the tobacco has undergone the fermentation process in the piles and the escojidas can work with full steam.

Although I stated in my last report that the bulk of the Vuelta Abajo crop seemed to have already been bought up in the country, I have learned from other sources that there are still quite a number of vegas unsold. Besides I have seen an article in "La Lucha," of June 1, in which the farmers from Vinales bitterly complain that the Havana packers have been offering too low prices and that there are still some 120,000 cujes (bundles) for sale, which, in the event of remaining unsold, the farmers will be obliged to pack themselves. It states in this article the quantity of each vega, with the name of the owner. In order to understand this however one has to read between the lines, as very likely our packers have considered the pretensions of the farmers as not being justified, or that some of these vegas have faults, for which reason they ought to be acquired at a very low figure or not at all. As our packers have been paying very liberal figures this year, it stands to reason that they would not let such a quantity (about 3,000 bales) go begging unless they had some good excuse for so doing.

The Partido crop evidently has been more thorourghly cleaned up, and there is hardly any bundled tobacco remaining in the farmers' hands.

The packers who usually take hold of the Remedios crop have withdrawn all their buyers from the fields, as the ideas of buyers and sellers are still too far apart to admit of any transactions, and it will also be better for the former to convince themselves later on, after the tobacco has undergone the 40 days fermentation in the piles, about the true condition of the crop. Undoubtedly when the farmers see that the packers are not anxious to pay them the crazy prices paid last year they will come down from their high horse and be willing to accept what will be a fair and equitable price to both parties. Packings under these circumstances cannot start up before the beginning or middle of July.

Sales

during the past week amounted to 1,050 bales, divided into 200 bales of Vuelta Abajo, 350 of Partido and 500 bales of Remedios. For the American market 850 bales were taken and 200 bales by the local cigarette manufacturers.

Buyers Come and Go.

Arrivals:—Leopold Loeb, of the Loeb-Nunez Havana Co., Philadelphia and Havana; Samuel Mendelsohn and I. Jacoby, of Meyer & Mendelsohn, Mort Regensburg, of E. Regensburg & Sons, John Fielding, of Rothschild & Bro., New York.

Departures:—Ernest Ellinger, for New York.

Havana Cigar Manufacturers

have not received any overtures from the strikers, and as they themselves cannot possibly accede to the demands of the latter, there is no change in the condition of affairs.

Owing to the lateness of the crop and the small stock of old tobacco held by the manufacturers (I have heard that the majority of the factories would not

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

SYLVESTER & STERN

SUCCESSORS TO

LEWIS SYLVESTER & SON

Growers, Packers and Importers of

Havana Tobacco

HAVANA, CUBA Monte 56

NEW YORK 165 Front Street

PLANTATIONS and ESCOJIDAS:

In VUELTA ABAJO at PUERTA de GOLPE
" PARTIDOS " SANTIAGO de las VEGAS
" REMEDIOS " SANTA CLARA
" " " QUINTA CAMAJUANI
" " " SANCTI SPIRITUS

FACTORY VEGAS A SPECIALTY

CHARLES BLASCO

Commission Merchant

Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ Y MIGUEL

Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

H. UPMANN & CO., HAVANA, CUBA

INDEPENDENT MANUFACTURERS OF THE CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

BANKERS SHIPPERS AND COMMISSION MERCHANTS ESTABLISHED 1844

CHAS. LANDAU, 82 Wall St., New York; Board of Trade Building, Montreal

SOLE REPRESENTATIVE OF H. UPMANN BRAND FOR UNITED STATES AND CANADA

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ — R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO — **HABANA, CUBA**

S. Jorge — Y. P. Castaneda

JORGE & P. CASTANEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido. Corner Dragones Street, HAVANA

PARTAGAS

Independent Cigar Factory

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER — *Habana, Cuba*

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA — *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in Leaf Tobacco

FIGURAS 39-41, Cable: "Cuetara" **HAVANA, CUBA**

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" — Correspondence Solicited in English

---

HENRY VONEIFF — F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

PACKERS and EXPORTERS of LEAF TOBACCO

73 Amistad Street, HAVANA, CUBA

Branch Houses: 616 W. Baltimore Street, Baltimore, Md. — P. O. Box 433, Tampa, Fla.

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ

J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128 Cable: "JOMAGARCIA" **HABANA, CUBA**

Rz. BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista — **Neptuno 170--174** — Special Partner—Gumersindo Garcia Cuervo

be able to work over a month upon their present holdings) there is really no valid reason why the manufacturers should give in. On the other hand, it seems almost a foregone conclusion that prices will have to be raised from 15 to 20 per cent. upon an average on all sizes, owing to the enhanced cost of the raw material this year, and while each one hates to be the first, it seems imperative that concerted action be taken.

Buying, Selling and Other Notes of Interest.

E. H. Gato has been buying some 700 bales of 1st capaduras of Remedios during the last two weeks.

Gonzalez, Benitez & Co. closed out their old holdings of about 500 bales during the past week.

Ernest Ellinger, who returned to the States this week, has been making some moderate purchases suitable for his trade.

Sobrs. de Antero Gonzalez have been sellers of 250 bales of Vuelta Abajo and Partido, new crop.

Sidney Goldberg is still in town, watching his opportunity to pick up some lots of tobacco which S. L. Goldberg & Sons might turn easily with a profit.

The Loeb-Nunez Havana Co. has received several small vegas of Vuelta Abajo, new crop, which are of an exceptionally good smoke and fine burn and quality, being of the temprano kind. They sold 200 bales of Vuelta Abajo "libra de pie" to the local cigarette manufacturers.

Manuel Suarez & Co., while not extremely busy just now, are always on the lookout to locate suitable lots of the new crop for their customers.

Bruno Diaz & Co. disposed of 100 bales of Partido from their packings.

Avelino Pazos has just returned from a trip to the country, inspecting their various escojidas in the Vuelta Abajo, as well as in Bejucal and Ceiba del Agua.

Antonio Santaella and E. J. Stachelberg have set the ball rolling by some purchases of the new crop, as well as making some contracts for future delivery.

Victor Ettlinger is hard at work attending to the escojidas in Vuelta Abajo of E. Hoffman & Sons.

Jorge y P. Castaneda are now receiving weekly shipments from their large escojida at San Antonio de los Banos, which is under the personal supervision of Don Severo Jorge, and they are now in a position to offer some choice grades to their many customers.

Perez & Obeso are hard at work in their various escojidas in Vuelta Abajo and Partido, and will have some very fine tobacco to offer to their friends this year.

RECEIPTS FROM THE COUNTRY.

	Week ending June 1 Bales	Since Jan. 1 Bales
Vuelta Abajo	1,843	15,844
Semi Vuelta	132	902
Partido	593	1,478
Matanzas	11	261
Remedios & S. Clara	8	4,910
Santiago de Cuba	20	2,123
Total	2,607	25,518

Among the passengers arriving per steamship Olivette, on June 1, I noticed were 35 cigarmakers from Tampa or Key West. This seems an anomaly, for cigarmakers to come here where there is nothing to do, and particularly if business is as brisk as reported at the two above named places.

Experiments in Connecticut.

The Hockanum (Ct.) Experiment Station of the Bureau of Plant Industry of the Dept. of Agriculture has assumed a business-like air. Prof. Archibald D. Shamel, who has charge of the experiments in the Connecticut Valley, said Sunday that the work of the coming season would be more elaborate than heretofore. The Bureau of Plant Industry will co-operate with the Connecticut Experiment Station in running three sets of experiments in Hockanum, Granby and Suffield, each field comprising two acres. On these model plantations the improved breeding and selection of plants of broadleaf and Havana seed tobacco and the hybrids will be continued.

In the shade-grown work, two acres will be devoted to the breeding of the best strains of Cuban, Sumatra and Havana seed for shade culture and an additional three-acre tent will be maintained to ascertain the exact cost of production of Cuban and Sumatra under cloth in the Connecticut Valley.

Seed bed investigation is now going on, the beds under observation being divided to show the effect of the different means of sterilization for the elimination of "thielavia basicola," or root rot, a fungus which worked havoc last year in the seed beds and fields and has reappeared this year in untreated beds with renewed vigor. The best means of sterilization yet found is by steam forced into the ground before planting. The ground is subjected to a heat of 180 degrees for one hour, which clears the bed of the fungus as well as killing all weed seeds. Another method is by use of formaldehyde, a sure remedy for the fungus but of no effect on weed seed. A third means is by burning over the affected ground. This was effective but after the first year exhausts the humus in the soil and is undesirable. From the experiments the Government hopes to ascertain the best means of sterilization and report the results of the tests.

Equally important in tobacco culture with seed selection is the study of fertilizers and curing. In consideration of the fertilizers the Government has established two stations, one in Granby and the other in Windsor, to make scientific comparisons of the different requirements of the soil. Ground feldspar as a substitute for potash is undergoing an exhaustive three-year test. Comparative tests of cotton seed meal, castor pumace, and manure as producers of nitrogen are being started, as well as similar comparisons between potassium carbonate, double manure salts and cotton hull ashes for potash. Various combinations of lime are to be tried as affecting the free burn of the

(Concluded on p. 17)

Constitution Seed & Havana Cigars are the Best that can be made. Do you sell them?

PABLO PEREZ — OANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" — **HABANA, CUBA**

GONZALEZ, BENITEZ & CO.

Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25

Cable: "Tebenitez" — P. O. Box 396 — *HABANA, CUBA*

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM — *Habana*

JOS. MENDELSOHN — LOUIS A. BORNEMANN — MANUEL SUAREZ

Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO

and Commission Merchants

New York Office: 196 WATER STREET

Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

A. M. CALZADA & CO.

Packers and Dealers in Leaf Tobacco

and COMMISSION MERCHANTS

Monte 156, **HABANA, CUBA.**

P. O. Box, 595. — Cable: "CALDA."

E. A. CÁLVES & CO. <C> HAVANA, 123 North Third Street PHILADELPHIA
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Established 1881 — THE — Incorporated 1902

TOBACCO WORLD

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BY THE
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PHILADELPHIA, JUNE 12, 1907.

AMEND LEAF STRIPPING LAW.

From the viewpoint of The Tobacco World, it is time for cigar manufacturers to seriously take up the matter of the Federal law regulating stripping leaf tobacco, and endeavor to have it amended so that manufacturers can have stripping done outside of licensed factories. Under the law, as it is now on the statute books, cigar manufacturers are prohibited from having stripping done at the homes of strippers or elsewhere. It must be done in the factory, whether or no the manufacturer can secure employes to do the work. The law, it seems to us, casts an unnecessary adverse reflection upon cigar manufacturers and one they are justified in resenting. No one disputes the right of the Government to secure its revenue from tobacco, but how it can lose anything by permitting leaf tobacco to be stripped at private farm houses, etc., is a question. As the anti-stripping in homes regulation now stands it works uncalled for hardships on manufacturers and willing workers anxious to secure employment. Many good leaf strippers are unable for various reasons to work in factories; but they can, at home, give several hours a day, to such work and it seems wholly just to permit them to do the work inasmuch as in most cases such strippers stand in need of the extra money they earn. Unable, only too often to get experienced help, manufacturers are benefited in having stripping done outside. He is assured of being able to fill orders on time and hold trade. So far there seems to be no sane, valid reason in favor of the law prohibiting leaf stripping in all but licensed factories. And as there are many solid, sensible and logical reasons why it ought to be permitted outside of said factories, manufacturers should have heart-to-heart talks with their Congressional Representatives and Senators. No doubt they can persuade them to have the obnoxious regulation amended.

In their efforts to have the law amended, cigar manufacturers should have the hearty assistance of tobacco growers and leaf dealers, for reasons quite self-evident. The leaf growers are classed as agriculturalists and, if what President Roosevelt said in his Lansing, Mich., speech be followed, the Government is under moral obligations to aid the farmers in every possible way.

One way to help tobacco growing farmers sell more of their product, via leaf dealers, is to permit cigar manufacturers to have leaf stripping done outside of licensed cigar factories. And that's a strong point to urge upon the National Legislative and Executive departments.

CONGRATULATIONS.

Wisconsin is proud of her record for tobacco leaf growing the past season. Over $700,000 worth of tobacco leaf was raised, giving employment to many workers and enriching the growers—all of which is pleasing news. As a result the Wisconsin leaf growers are to be congratulated—first, because they are domestic tobacco growers, and secondly because their success will tend to benefit domestic tobacco interests — as Cuba wants to place an export tax on raw tobacco, according to the following account clipped from a newspaper:

Havana, Cuba, May 28.

Should Governor Magoon accede to the request to place an export tax on raw tobacco Americans will have to pay more for Havana cigars. General Carlos Garcia Velez, a prominent politician, is at the head of the movement to put a tax on raw tobacco. He claimed that Cuba's tobacco manufacturing industry was being rapidly destroyed, over 70,000,000 less cigars being manufactured now than were in 1900. He declares that if an export tax is placed on the raw material factories which have moved from Cuba will return. He claimed that the raw tobacco was sent to foreign countries, where it was blended with inferior tobaccos and the cigars from this combination were sold as genuine Havanas.

And as Mexico is vigorously exploiting tobacco growing with the view of securing additional and larger American markets, it would seem a good thing for American growers to grow all the leaf they can. For, grow as much as they can, with the rapid increase of population, there will be no falling off of imports and domestic growers are sure of selling every pound they raise.

—Tobacco growers in several Western States are reported to be organizing into an association for the purpose of protecting their interests and exploiting domestic leaf tobacco. So far so good. But the tobacco growers referred to propose to affiliate with trade labor unions to fight trusts and monopolies. It would seem that the tobacco growers would be far better off if they "flocked alone," for labor unions never affiliate with anybody except to benefit themselves—and usually at the other fellow's expense.

THE LOCAL TOBACCO NEWS

June has opened with favorable weather for the retail trade and dealers have been settling down to a far more steady trade as a result of this agreeable change in the weather conditions. A general feeling prevails that retailers may yet record a pretty good business before the vacation exodus begins, and should we be favored with fine weather minus extreme heat this summer, it may yet prove to be an excellent summer season and then a good business throughout may be had.

Despice the backward season and its consequent dull trade generally and quite as much so in the cigar trade as in any other business, it is a noteworthy fact that there have been fewer changes this spring among dealers than is the case even during a more favorable spring season, an indication that dealers are withal pretty well satisfied, else they would doubtless have become more restless and many more changes in locations, etc., would have resulted.

Local manufacturers are also in good spirits at present, and a number of them have already begun to feel the good effect of better weather conditions, particularly those whose trade is confined to Philadelphia and local points

The most serious condition confronting intermediate manufacturers is the continued stiff leaf market, which, although a little easier than it was six months ago, is still commanding a pretty high price for all kinds of leaf tobacco.

The C. S. S. Turner Co., of this city, will shortly place on the market a high grade cigar under the title of Sir Conan, and in connection with which an attractive package is to be also presented. Prompted by the success they attained on their Philmont nickel cigar, they have decided upon an additional brand, which will be pushed with the same vigor that brought the Philmont so rapidly to the front.

In the special notice column of this week's issue is an advertisement of a thoroughly progressive Philadelphia cigar manufacturing concern, which is desirous of securing the services of a thoroughly active and energetic salesman, and a man who can properly qualify will undoubtedly find it an exceptional opportunity for building up quickly a very lucrative position, as the goods of the house are already well and favorably known.

Pursuant to the announcement made last week that Arthur Hagen & Co. proposed to have a full line of high grade Turkish cigarettes in addition to the line of domestic goods of the Ware-Kramer Tobacco Co., we are in receipt of the following notice from them, which fully explains itself:

June 8, 1907.

To our Customers,

Gentlemen:—In consequence of the sale of Butler-Butler, Inc., to the American Tobacco Co., we have relinquished their account.

We beg to inform you, however, that we have secured the following accounts on long term contracts which would seem to insure their independence, viz. Ware-Kramer Tobacco Company, of Norfolk, Va., manufacturers of the famous White Rolls cigarettes, and the Mentor Company, of Boston, Mass., manufacturers of the following brands of Turkish cigarettes: Ramly (the original), T. T. T Naturals, Mentor No 2, Mentor No. 1.

We can conscientiously recommend all these goods as being of superior merit and ask your co operation in making them a success.

Thanking you for past favors, which we can assure you are appreciated, we remain, Very truly yours,

(Signed) Arthur Hagen & Co.

Suit has been instituted against Philipp J. Kolb & Co., leaf tobacco dealers, by Furth & Singer, attorneys for Phillip Ertheiler, erstwhile cigar manufacturer and promotor of the United Tobacco Improvement Co., for rent alleged to have become due by the failure of Kolb & Co., to vacate their former premises on Arch street promptly upon the expiration of their lease which was to terminate December 31, 1906. Kolb & Co. say that a safe and another article had remained in the building until the morning of January 1, 1907, and that they were removed shortly before 9 o'clock on that day, when the keys were formally surrendered. Messrs. Kolb & Co. have retained Joseph Greenwald, a well known local practitioner, and if the case is pressed it is likely to be a battle royal. It was first stated that the claim was to be for one year's rent, but the building having recently been again occupied, it is stated that a claim for five month's rent only has been presented.

Norman Glassmire, a bookkeeper at the Womelsdorf factory of A. S. Valentine & Son, was last week a visitor to the Philadelphia offices of the house.

Morris Fisher will soon open a cigar stand at the northeast corner of Second and Arch streets, in a portion of the premises until recently occupied by his brother in-law, S. Beckert but who has relinquished the business. Mr. S. Beckert, by the way, is also engaged in the retail cigar business at 205 North Second street.

Geo. Burns, a cigar manufacturer and dealer, 1010 Columbia ave. has opened a saloon in the downtown section, and it is said he will sell out his cigar business as soon as a satisfactory purchaser can be found.

Charles A. Krull, a well known cigar manufacturer and dealer at 1924 Oxford street, recently opened an additional factory at Quakertown, which will be used exclusively for the manufacture of hand made goods.

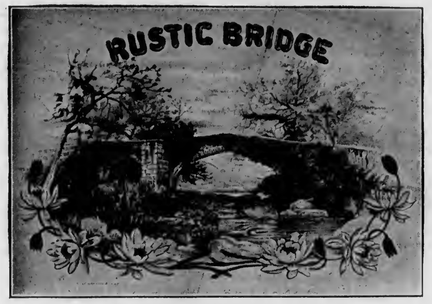
H. J. Miller, formerly with the Weisert Bros. Tobacco Co., has taken the account of the John Weisert Tobacco Co., of St. Louis., and will represent them in Pennsylvania, Delaware and New Jersey. The firm is manufacturing an extensive line of tobaccos, among which their Big John brand of cut plug, packed in 2½oz. foil and 16 oz. tins, is a strong leader in this section. Mr. Miller has in a few short weeks opened some very desirable accounts on the new product.

R. A. Scranton, district manager for Butler-Butler, Inc., has employed a crew of artists and missionary men in a more than usually ambitious campaign on the Pall Mall and other cigarette products of the Butler-Butler house in this city and vicinity.

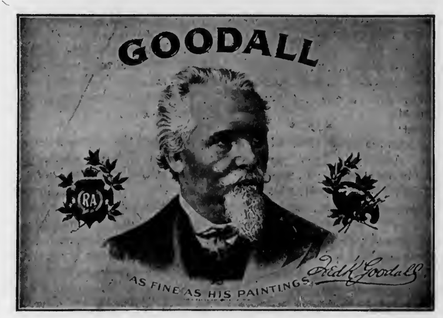
Red Raven Walters, as he is called by his friends, a representative of the

(Concluded on p. 16)

W. A. LAHR



Wholesale Cigar Manufacturer



Red Lion, Penna.

Get our prices, and make a fair comparison with those of other factories.

Correspondence invited with the Wholesale and Jobbing Trade.
Samples Free to Responsible Houses.

ERNEST ELLINGER & CO. *Office: No. 161 Water Street New York*

Importers of HAVANA TOBACCO

ROTHSCHILD & BRO.
141 Water St.
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.

NEW YORK.

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JOSEPH S. GANS & CO.

Importers and Packers of **Leaf Tobacco**

Telephone: 346 John 150 Water St., NEW YORK

Starr Brothers

IMPORTERS and PACKERS of **LEAF TOBACCO**

131 Water Street

Established 1888 NEW YORK Telephone: 4027 John

M. F. SCHNEIDER

IMPORTER OF

Sumatra Tobacco

2 Burling Slip, NEW YORK

NES, CORNER KUIPERSTEEG, AMSTERDAM, HOLLAND

Telephone: 377 JOHN

Joseph Hirsch & Son

IMPORTERS OF

SUMATRA TOBACCO

O. Z. VOORBURGWAL 227 Amsterdam, Holland.

OFFICE: 183 Water St.

Cable Address: "HERE." NEW YORK

JOSEPH HOLZMAN

SUMATRA, HAVANA and SEED LEAF **Tobacco**

185 Water St., New York

JOHN W. MERRIAM & CO.

"At the Sign of the Bull Dog," New York

Real Habana Segar, Makers and Importers

Habana Scraps and Cuttings for Sale

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World

New York, June 11.

Conditions in the seed leaf market still remain quiet and there appears little prospect for an early let up. Very few sales of any consequence took place during the week. Havana sems to be moving slowly, in fact there is no great quantity of desirable leaf in the market. One well known importer, when interviewed, stated that he didn't believe there were over 100 bales of Vueltas on the street. Of course it is his opinion, and it is safe to say there is much more than that, but small as compared with the stocks on hand at times.

Cigar manufacturing appears to have quieted down and factories are not as busy as they were. However, a reaction is expected very soon if we are favored with warm and seasonable weather, which can't arrive too soon.

The retail cigar dealers through the city all complain. Weather has been very poor and a large falling off of sales has resulted. There is nothing new to report in the chain stores companies' affairs, excepting the slashing of prices on independent brands of cigarettes in the business section of the city.

• • •

Judgment was entered this week by the American West Indies Trading Company against L. Wormser and M. E. & C. Falk, for $1,291 costs resulting from a trademark litigation.

• • •

Robert B. Dula has been elected Vice President of the American Tobacco Company to succeed the late Charles B. Halliwell. Mr. Halliwell's place in the Board of Directors has not yet been filled.

• • •

Ernest Ellinger, of Ernest Ellinger & Co., the Havana importers, after a short stay in Havana has returned to New York.

• • •

George Levy, the tobacco broker, closed out this week a few fair sized lots of new Connecticut dark wrappers and seconds. Mr. Levy reports trade as quiet, but his complaint appears to be the usual one among dealers and brokers.

• • •

The Appellate Division of the Supreme Court last Friday reversed a verdict for $4,500 against Brodie L. Duke, brother of the Tobacco King, obtained by Norden & Co., cotton brokers, and ordered a new trial.

Mr. Duke was sued on a speculative account maintained by him. On one of the deals the brokerage firm lost $4,500, and when they called on Duke to make good, they were informed that the transaction had been conducted by his secretary and not by him. There have been two trials, and at the first a verdict was entered in favor of Duke. This was reversed, however, on the ground that there was at least a prima-facie case against him. The second trial resulted in favor of the brokers for the full amount claimed, and this verdict is now reversed on the ground that the defendant's responsibility for his secretary's acts was not fully shown.

• • •

Joseph Abrahams, wholesale and retail leaf dealer at 204 Pearl street, reports a fair trade in the retail end. Business of course is not what it should be, and all retailers in the down town section notice a falling off, but Joe manages to be doing something all the time.

• • •

Nicholas D. St. George, Vice-President of E. D. St. George Company, manufacturers of advertising signs, 67 Spring street, has returned from a very successful trip. The house manufactures an up-to-date line of advertising goods, and numbers among its customers many of the large cigar manufacturing houses through the country. William H. Simkins, of 1006 Market street, Philadelphia, is the representative in that busy centre and Mr. St. George informed me that orders were coming in nicely from that section.

• • •

At the seventh inscription of Sumatra tobacco which was held this year at Amsterdam there were more than the average of heavy purchases by American houses for the American market. Over three thousand bales were secured for the United States trade out of a total offering of about twenty-three thousand bales, and at prices closely conforming to those established at previous sales of this spring.

Among the heaviest purchasers were E. Rosenwald & Bro., who secured about 1,200 bales. A. Cohn & Co. report the purchase of about 1,500 bales, and the American Cigar Co. is said to have secured about 500 bales. Rothschild & Bro., S. Rossin & Sons, H. Duys & Co., and Hinsdale Smith & Co., all of New York, made some additional purchases.

There now remains but two more spring inscriptions, which are to be held on June 28, and July 5.

Internal revenue returns of the sale of stamps indicate pretty good progress by the manufacturers of the metropolitan districts during the month of May as compared with May, 1906. So far as the production of cigars in concerned, a decrease of 4,000,000 from the previous year is reported in the combined output of the second and third districts.

In the production of cigarettes valued at more than $2 per thousand there is, however, a noticeable increase as compared with the same month of last year. This comparison becomes even more interesting as we proceed to take into consideration the result of the totals to June 1, which exactly reverses the facts set forth above.

During that period the production of cigars shows an increase of 24,000,000, and in the production of cigarettes an increase of 218,000,000 is shown to June 1, as compared with the production of the corresponding period of 1906.

Rutherford Clear Havana Cigars are sold by successful dealers. There is a Reason.

A. COHN & CO.

IMPORTERS OF

Havana and Sumatra

PACKERS OF

Seed Leaf Tobacco

and

Growers of Georgia Sumatra

142 Water Street, New York

EDEN CIGAR FACTORY

of

BANCES & LOPEZ

HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

ENOS SMITH EDMUND H. SMITH

Hinsdale Smith & Co.

Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF **Tobacco**

125 Maiden Lane

ESTABLISHED 1840 NEW YORK CABLE: "NARGIL"

P. & S. LOEWENTHAL

Packers of

Seed Leaf Tobacco

AND Florida Sumatra

No. 138 Water Street, NEW YORK

The will of the late and lamented Walter A. Schiffer, formerly Secretary of the United Cigar Manufacturers' Co., who died from frightful burns received during the complete destruction of his summer cottage at Long Branch, N. J., has been filed for probate.

The exact value of the estate, which is known to be large, was not given, and the bulk of it will eventually go to his only surviving child, a son, now in the nineteenth year of his age, and who is a student at Yale.

The executors named are the widow, Mrs. Jennie Schiffer, Charles J. Waxelbaum, a brother of Mrs. Schiffer, and Jacob Wertheim, who was Mr. Schiffer's life-long partner, and is the present president of the United Cigar Manufacturers' Co.

The widow has been given power to distribute $10,000 among such charities as she may select.

• • •

John W. Merriam & Co., of the Roycroft Cigar Shop, at Maiden Lane near Water street, are making some extensive alterations and improvements. They have secured considerable floor space both on Water street and on Maiden Lane, and those floors are undergoing a complete transformation, to better adapt them to the needs of cigar factory purposes.

When all the contemplated changes shall have been made and refitted, their working capacity will be greatly enlarged if not almost doubled.

The fame of the Bull Dog cigars has grown at a wonderfully rapid rate, and the present expansion has become necessary to keep pace with the progress of the business.

• • •

M. J. Ford, a cigar broker of Boston, Mass., was a visitor in Gotham last week, en route to Columbus, O., where he will meet his family, now visiting Mr. Ford's old home.

• • •

N. Schwab, President of the Vicente Portuondo Cigar Mfg. Co., Philadelphia, was a visitor in this city during the past week. The firm has a large trade in New York on their cigars, and Mr. S. was well pleased with the way in which he found things moving.

• • •

F. Barman, of F. Barman & Co., Los Angeles, Cal., cigar dealers, sailed last week from New York, on the steamship Caronia, for Europe. He was accompanied by Mrs. Barman.

• • •

Morris D. Neumann, of M. D. Neumann & Co., well known cigar manufacturers in the Quaker City, was also among the recent visitors to this city.

• • •

L. G. Deschler, of Indianapolis, after spending some days in New York, returned to his home last week.

JOSH BILLINGS

5c. Cigar

"There hain't none better than the best."
—JOSH BILLINGS.

This Is the Best.

A cigar of merit with a push behind it.

The Best Little Cigars ever offered the American public.

Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship. Finest package.

I. LEWIS & CO.

Makers,

Established 1870. Newark, N.J.

Z. JOHN NORRIS,

Manager of the Philadelphia Office,

111 Market St.

We believe in Honesty, Good Workmanship, at fair prices to all. Correspondence Solicited

THE OLD HONESTY CIGAR BOX CO., C. W. Bucks, Gen. Mgr.
Rear 634 Washington Street, Reading, Pa.

The Miami Valley Leaf Tobacco Co.
ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN
Packers of Cigar Leaf Tobacco
1903-4-5 Zimmer Spanish, 1905 Gebhardt, 1905 Dutch, 1905 Connecticut, etc.

THE LOCAL TOBACCO NEWS.

(Concluded from p. 12)

scrap tobacco department of Arthur Hagen & Co., was a visitor at the office headquarters on Saturday last after a short but very successful trip around Bethlehem and vicinity, where the goods are meeting with an excellent sale.

The six cigar factories operated by S. Valentine & Son are taxed to their full capacity and several of them are working even as late as ten o'clock at night to meet the urgent demand for the several prominent house leaders in the firm's output. The Betsy Ross five cent cigar, Paul Jones, a seed and Havana product, and Tirador, a clear Havana cigar, are at present in a more than usually strong demand.

N. Leventhal, who some time ago succeeded Miller & Leventhal, cigar dealers and jobbers at 802 Vine street, is exhibiting some unusually attractive window displays of his leading product. Mr. Leventhal is now pushing aggressively for an increased cigar jobbing trade.

M. Zifferblatt, at 34 North Thirteenth street, is having a fine run on his E. M. Z. 5 cent cigar The brand has now been on the market for some time and is fast making new friends.

A unique window display is on exhibit at the Fitzgerald Cigar Emporium at Forty-third and Lancaster avenue, of the Nat Wills 5 cent cigar, made by the Merchants Cigar Co , of York, Pa.

We are informed by B. Labe & Sons that they have received cable advice on June 7, from Mr. Jacob Labe stating that he had purchased at the inscription held in Amsterdam on that day 75 bales of Sumatra tobacco for their American trade.

T. Deelman, representing Hinsdale Smith & Co., Sumatra importers of New York, is this week visiting Philadelphia, it being his maiden trip to the Quaker City.

Bernard Walder has succeeded Walder & Stein, at Fifteenth and McKean streets, and will continue the manufacture of the La Volga, and other brands, and will push their sale with even increased vigor. The La Volga is meeting with a steady demand, that is most likely to grow more vigorous with the energetic pushing which Mr. Walder proposes to put in the enterprise.

Hipple Bros. & Co. received a few days ago a very large shipment of Florida Georgia tobacco of which the house has been a very extensive handler this year. Their purchase is said to have been about 50 bales, among which are the most desirable colors and sizes.

George Burghard also reports a very active business in Georgia tobacco, of which he is carrying a very superior line.

Irvin Labe, with B. Labe & Sons, left on Thursday last for an extended Western business trip. Sidney Labe, of this house, is making a short tour through Pennsylvania this week, and very encouraging reports are being received from Mr. Tanner, their representative in Canada.

A Pareira, of D. Pareira & Co., left yesterday upon a visit to the leaf markets in Connecticut.

ANOTHER DULL WEEK in BOSTON

Hub Retailers Feel Grouchy when "Old Probs" is Mentioned.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, June 10.

The retailers had another bad week of it. During the past week we had two days of sunshine and the remaining days were either rainy or cloudy ones, and the drummers calling on the trade received plenty of hard luck stories on their rounds.

As reported in my last letter the tobacco strippers employed in most of the large local factories are out on a strike. It is expected that the cigar manufacturers will submit to the increase of pay asked for by the strippers. Many of the smaller factories have already given in and the others will probably follow suit next week.

Practically every one of the 2,800 members of Cigarmakers' Union No. 29 were present Friday evening at a special meeting held at Faneuil Hall. The reports showed that 1,400 were enjoying an enforced loaf because of the tobacco strippers' strike. All told 360 stripper girls are out on a strike in seven of the large factories, all the prepared stock in these factories having been made into cigars. Eigthy-seven of the smaller shops have already given in to the new demand, which amounts to about 5 per cent. a week increase.

A committee from the Strippers' Union, which was at the meeting, read the reports and figures on the strike. They declined for their union the cigarmakers' offer of financial support, stating that such assistance was not needed at present, the union having a good-sized fund of its own. The cigarmakers levied an assessment of $2 on each of the 1,400 members at work as a precaution for a possible emergency, and it also elected a committee of ten to recommend further ways and means to take care financially of the unemployed members while the trouble is on.

J. Oppenheim, formerly Eastern representative of the Cayey-Caguas Tobacco Co., is now traveling South in the interest of Durlach Bros., the Porto Rican cigar firm.

George L. Symons, of Symons-Kraussman Co., the up-town union cigar manufacturers, expects shortly to leave on a two months trip, going as far as Chicago.

H. C. Mayberry, of the Manhattan Briar Pipe Co., New York, was a recent caller on the Boston trade.

C. Herbert, the popular Eastern representative of Durlach Bros., the Porto Rican cigar manufacturers, visited the trade this week.

There are many Royal Bengal displays about town. A. J. Pearlstein, the able representative of the American Cigar Co., is making a good showing on these short smokes in this market.

C. Amazeen, of Amazeen & Co., tobacconists, Leominster, Mass , was here this week purchasing supplies.

Sam Marcuson, of the Khedivial Co., is in New York on a few days' business trip to the factory.

Bert Frankel, the Eastern representative of Arguelles, Lopez & Co., left Saturday night to spend a few days in Gotham.

G. P. Rogers, of the Carney Cigar Co., has just returned from a trip to the Jamestown Exposition.

The Adams House Pharmacy, which recently took on several sizes of the Sanchez & Haya clear Havanas, reports a good sale on same.

H. J. Mandell, a Cambridge street dealer, with a branch store at 3 Washington street, has just installed in both stores the Barker Manufacturing Co.'s Gold Bond Certificate scheme.

Bradbury Bros., the Dorchester druggists, have added several sizes of the William the Fourth cigar to their case.

P. E. Beamish has purchased the cigar stand in the Rexford Hotel formerly operated by Joe Boydick.

In Wonderland Park, Revere Beach, the same party has the cigar privilege who had it last year. Outside of the Poet, Marksman and 7-20-4 cigars the only other cigars handled are those of Johnson & Co., of this city.

R. Lea, Jr., the New England representative of the Ware-Kramer Tobacco Co., has just returned from a trip to the factory in Norfolk, Va. L. Shapiro will try conclusions with the Lawrence trade this week in the interests of the White Rolls. Ben Ali.

SLOW SALES IN LANCASTER

Yet Stocks of Old Leaf are Lessening. No Let-up in Price of New Crop.

Lancaster, Pa., June 10.

The movement of old goods is still slow and only small lots are being purchased, mostly by local members of the trade. During the past week the market has been especially bare of out of town people who were looking for any goods. Despite the slow movements of goods the stocks are apparently gradually dwindling, and I was told a few days ago that it would perhaps be a surprise to some people, when they came here to buy later on, to find the supply really so limited as they are likely to.

Of new goods there is still some buying from farmers, but prices have not, even yet, eased up very much, while the crops are beginning to be widely scattered. That is, those which remain unsold. Although the weather conditions so far have been anything but favorable to raising a new crop, the weather has helped the farmers with their last year's crop, in the matter of keeping it from getting into too high a state of fermentation, in which event they would have to either pack it in cases or take the great chance of having it absolutely ruined if allowed to become heated on piles in their tobacco barn cellars.

The prospects for the new crop at present are rather gloomy. Farmers are pretty busy in setting it out, but the plants are not only very small, but very scarce also. I hear of a great many growers who have decided to let their plants remain in the beds until along about the 20th of the month, at earliest, in order to allow them to grow before setting them out, preferring to take the chances on the fall weather, but having a more hardy plant to begin with, rather than set them out while they are still so small and tender.

Much has been read by members of the trade here through the columns of

Rutherford, Constitution, Hunter—a strong trio.
El Draco Cigar Mfg. Co., Philada.

SPECIAL NOTICES.

(12½ cents per line, 8-point measure)

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EDWIN L. KOPPELMAN CO.
7-6-1h 81 Pine St., New York.

FOR SALE.—On account of other interests, manufacturer will sell his Stogie Manufacturing Business of $30,000 to $40,000 per year; established 20 years. Equipment, trade marks, labels, etc., offered in their entirety, or present proprietor will take entire output, and continue to market the goods. A good chance for an energetic business man. Address Success, care of The Tobacco World, Philadelphia. 4-17tf

EXPERIENCED CIGAR SALESMAN wanted.—A good, steady, experienced cigar salesman, with an established territory, and who can furnish first class references and bond if required, can make satisfactory arrangements with a reliable house to sell their well advertised and successful brands. Address Progressive, Box 12, care of The Tobacco World, Phila. 6-12c

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No. 36 LaSalle Street, CHICAGO
Agents for Union and Non-Union Cigar Factories. Correspondence with Manufacturers invited. 6 5lh

WE PURCHASE Cigar Molds—undesirable shapes—such as No. 16,261, No. 8,832, No. 8,569. Write us, stating what you have and the quantity. Winget Mfg. Co., York, Pa. 12-12tf

WANTED—By a prominent Chicago broker, a line of Union cigars to sell to big jobbing trade at $20 and upwards. Only large and reliable manufacturers need apply. Address Box 15, care of Tobacco World, Phila. 5-29r.

WANTED.—Foreman over cigarmakers on hand and paper work, in Pennsylvania factory; must have wide experience and come well recommended. Address Box 11, care of The Tobacco World. 6-12c

CIGAR RIBBONS
Largest Assortment of Plain and Fancy Ribbons
Write for Sample Card and Price List to Department W
Manufacturers of
Bindings, Galloons, Taffetas, Satin and Gros Grain
WM. WICKE RIBBON CO.
36 East Twenty-Second St., NEW YORK

The Tobacco World regarding the many depredations of the Kentucky night raiders and seed bed destroying fiends, but little may they have thought of such an occurrence happening right in our midst, yet it has really come to pass. On the farm of Rudolph Herr at Fairland, thieves last week raided the tobacco beds and stole all the growing plants intended for a two acre crop.

The Lancaster County Tobacco Growers' Association will hold its regular meeting in Grand Army Hall, this afternoon. Notices have been sent out broadcast urging every grower to attend this meeting which is expected to be an interesting one.

According to the stamp returns for the month of May there was another new record made for output in that month. $204,626.61 was collected in this district from the sale of cigar stamps; $2,265.34 from the sale of tobacco stamps, as compared with $207,682.33 from the sale of cigar stamps during the month of April, while during the month of May, 1906, sales of stamps for cigars amounted to $194.072.40.

These amounts represent an output as follows:

May, 1907,	68.208,700
April, 1907,	69,22 ,440
May, 1906,	64,657,480

From these figures it will be seen that while May was 1,018,740 short of the output of April, 1907, it has eclipsed the output of May of last year by 3,551,220, and in fact it was the largest May output since 1901, which was a rather phenominally large month's output.

An attachment has been issued in a judgment secured by the J. L. Metzger Tobacco Co. against W. D. Sahm, a former Akron cigar manufacturer, but as an individual, and as an executor of the estate of John G. Sahm, garnishee. The judgment was for $259.

John Helter, a former Lititz cigar manufacturer, died last week from an attack of rheumatism of the heart. Mr. Helter was about sixty years of age, and had been in the cigar or tobacco business for the past twenty years.

Edgar S. Gleim, a son of John S. Gleim, of this city, and who is well known to the trade as a former cigar manufacturer, died at his home in this city last week, after a long illness. Mr. Gleim some years ago underwent an operation for bladder trouble, from the effects of which he never fully recovered. Mr. Gleim was 42 years of age, having been born in Philadelphia in 1865. He was engaged with his father in the cigar manufacturing business in this city for several years. He next became a partner of C. A. Yecker in the management of Fulton Opera House, which they conducted for several years. Mr. Gleim had a very large circle of friends, and was beloved and respected by all for his many excellent qualities. During the past few years he endured a great deal of suffering, which he patiently bore without complaint. From boyhood he was a great lover of clean sport, and especially of baseball. He was quite an accomplished player, and belonged at different times to strong amateur teams of this city. He was also a gunner and fond of hunting. He assisted in organizing several gun clubs in this city, and was a very active member. He did much to promote and advance good sport, and was always willing to do all in his power to make organizations to which he belonged successful. He leaves a wife, who was a daughter of the late B. Yecker, and three young daughters, Alice, Dorothy and Mary. Besides his parents he leaves one brother, William, of this city, and who is the present local manager of the Theobald & Oppenheimer Co.'s cigar factory on Water street.

John McLaughlin, North Queen street jobber in tobacco, cigars, etc., and packer of leaf tobacco, has been confined to his home for five weeks past, suffering from a complication of ailments, but is now improving very nicely.

Simon Shisler, one of the most popular retailers in Lancaster, has been ill for some days with an attack of appendicitis, but hopes are now entertained by his physicians that his suffering may be relieved without having to resort to the knife.

G. Henry Sachs, who succeeded J. Albright & Bro. on East King street, about April 1, is meeting with excellent success, and each succeeding week since he took possession has shown an encouraging increase in the volume of business done.

Henry R Trost & Co. have now issued cards as leaf tobacco samplers and inspectors. Mr. Trost was for many years the Lancaster representative and inspector for the New York inspection firm of F. C. Linde, Hamilton & Co., but severed his connection with that house on May 1, to engage in business on his own account. He is not only well and favorably known to the trade here, but thousands upon thousands of samples drawn by him have been handled by the trade and he has gained practically a national reputation as an inspector of leaf tobacco.

The Five Penny Weight cigar, a nickel leader made by H. & J. Breitweiser, of Buffalo, N. Y., has found its way to this city where it is on sale.

A. B. Hess, leaf tobacco packer, has recently returned from a visit to Ohio, where he inspected his holdings of leaf, and from the reports he gives he is apparently very well satisfied with his purchases.

Experiments in Connecticut.

(Concluded from page 11)

cured leaf. Cover crops, especially of vetch planted in rotation, are being tested with splendid results in the retention of nitrogen for the tobacco plants.

It is a common experience where land has been fertilized every year for a long series of years with the same manures that plants become less able to withstand disease. Not only in tobacco culture is this true, but asparagus rust, "dibeck" or root rot in orange trees and the wilt fungus and root disease of cotton plants are directly traced to this cause. In several cases where land has "run out" for tobacco, the Government has inaugurated a series of experiments to cover several years to learn the best means to recover the productiveness of the soil.

At the laboratories in Washington the burn and stretch of Connecticut Valley tobacco have been studied with great care and a new field of investigation has been opened in the tests for comparative parts of nicotine in different plants. Plants vary in nicotine contents from 1.6 per cent. to 6 per cent., and by seed selection and continued study it is expected that in the future strains of tobacco with a known and constant proportion of nicotine will be produced.

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

Joe Endress, Jr. A. C. Kercher
Pioneer Leaf Tobacco Co.
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Packers of CIGAR LEAF TOBACCO

FARNHAM & REYNOLDS
Home Office: ADDISON, N. Y.
Packers of Finest Big Flats and Onondaga Cigar Leaf Tobacco
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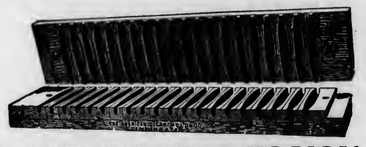
CONNECTICUT HAVANA SEED



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CLOTH, ROPE FIBER and CARD-BOARD SIGNS and PAPER POSTERS, In Weatherproof Colors.
TRY OUR FOLDED EDGE SIGNS. Write for Prices and Samples.
THE MASSILLON SIGN & POSTER CO. MASSILLON, O
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Describe the Flavor You Want
and our Laboratory will fit you out with complete satisfaction.
Acme Extract and Chemical Works
E. G. ECKERT, Proprietor HANOVER, PA.

For Gentlemen of Good Taste

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Established 1884

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The Box Maker

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Both Phones

Gold Embossing a Specialty
Satin Labels Paper Labels
Gold Leaf Work in all Forms

Call and See Our Work

We also make Paper Boxes

Perfect Bunching Machine

SIZE, 16 BY 10 INCHES---WEIGHT, 18 POUNDS

Dear Sir:—You **may** have used Bunching Machines, and they **may not** have been satisfactory. Neither were the first mowing machines, or the first sewing machines; but could the farmer today get along without a mowing machine, or your wife get along without a sewing machine? They are both **Simply Perfect**, and do all that is asked of them.

That is the story of our Bunching Machine; it is simply perfect, and we call it the PERFECT BUNCHING MACHINE, and it does everything that is asked of it.

Now, if this little machine is all we say it is (and we are prepared to prove it), and will help you to make more money than you are now making, help you to increase your output and effect a saving in cost of production, you surely, as a business man, should be willing to let us tell you more about it.

Will you write us? Or, call at our factory, **No. 132 South Sixth Street, Philadelphia**, any day, and see this machine in practical operation.

Yours respectfully,

The **PERFECT BUNCHING MACHINE CO.**

TRADE MARKS REGISTERED.

ILLINOIS CLUB 15,392
For cigars. Registered June 1, 1907, at 9 a. m., by A. P. Snader, Ephrata, Pa.

BES ANTLER 15,393
For cigars. Registered June 1, 1907, at 9 a. m., by Sassaman & Co., Sumneytown, Pa.

ONOWON 15,394
For cigars. Registered June 3, 1907, at 9 a. m., by A. P. Snader, Ephrata, Pa.

BANZAI 15,395
For cigars. Registered June 3, 1907, at 9 a. m., by A. P. Snader, Ephrata, Pa.

STRANGER 15,396
For cigars. Registered June 3, 1907, at 9 a. m., by A. P. Snader, Ephrata, Pa.

MANUAL 15,397
For cigars, cigarettes and tobacco. Registered June 4, 1907, at 3 p. m., by Henry George, Philadelphia.

TENTATION 15,398
For chewing and smoking tobacco. Registered June 7, 1907, at 10 a. m., by H. J. Miller, Philadelphia, Pa.

ROYAL FLUSH 15,399
For cigars. Registered June 10, 1907, at 2 p. m., by J. Bieverman, Philadelphia, Pa.

Rejections.

Ante-Bellum Duke of York

PATENTS RELATING TO TOBACCO, Etc.

855,615 Cigar and tobacco moistener; Emanuel L. Buxbaum, Chicago, Ill.

856,030 Cigarette; Joseph Cavargna, Birmingham, Eng.

856,045 Smoking pipe; Robert Fling, St. Paul, Minn.

855,893 Tobacco pipe; Patrick A. Kenna, Sydney, New South Wales, Aus.

855,993 Match box; Albert G. Slater, Viele, Ia.

855,489 Match holder; Edgar H. Williams, Indianopolis, Ind.

38,603 Design—Cigar band or wrapper; Louis C. Wagner, New York City.

38,604 Design—Cigar band or wrapper; Louis C. Wagner, New York City.

—The McCourt Cigar Co., of Rockford, Ill., with a capital of $5,000, has been incorporated, by Peter R. Kennedy, Harry J. Mcourt and Hiram H. Parker.

Business Changes, Fires, etc.

California.

Bakersfield.—H. W. Thomas, cigars, notice of sale to C. T. Metcalf.

Connecticut.

Bloomfield.—The Bloomfield Tobacco Co., real estate attached.

Florida.

Jacksonville.—H. C. Armstrong & Co., wholesale cigars, succeeded by J. R. Werner.

Georgia.

Atlanta.—Ivey Shelly, cigars, etc., applied for charter as College Co-operative Co.

Illinois.

Chicago.—Frederick R. Dusenbery, cigars, etc., bill of sale, $1.

Indiana.

Fort Wayne.—Ora Tonkel, cigars, etc., chattel mortgage, $450.

Indianapolis.—Charles E. Hoffmeister, cigars, etc., chattel mortgage, $300.

Rochester.—Izzard & Russell, cigar manufacturers, succeeded by Newton M. Izzard as Model Cigar Store.

Iowa.

Columbus Junction.—H. L. Willmering, billiards and cigars, succeeded by C. C. Clark.

Waterloo.—J. R. McCoy, cigars, sold.

Massachusetts.

Lowell.—Harry P. Entwistle, cigars, tobacco and groceries.

Michigan.

Detroit.—Harry C. Bell, wholesale cigars, petition in bankruptcy.

New York.

City of New York.—H. Duys & Co., leaf tobacco, Hendrik Duys dead——F. & L. Gompers, manufacturers and retailers of cigars compromised.——B. Hyman, leaf tobacco, compromised.

Ohio.

Bellefontaine.—F. H. Baker, cigars, canceled chattel mortgages, $1,100.

Oregon.

Portland.—Samuel Mudelman, cigars and tobacco, sold to Riley & Beck.

Washington.

Tacoma.—J. H. Hall, cigars, confectionery, etc., succeeded by G. V. Thompson.——D. A. McLennan, cigars, etc., burned out.

West Virginia.

Wheeling.—W. N. Eichberg & Co., tobacco, closed.

Wisconsin.

Milwaukee.—Henry Peache, cigars, etc., bill of sale, $650.

HUNTER 5c. Cigar
is successful with successful dealers.
El Draco Cigar Mfg. Co., Phila.

J. B. MILLEYSACK
Manufacturer of
Fine Havana Hand-Made **CIGARS**
No. 821 Lake Street
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Correspondence with the Jobbing Trade solicited.

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A. B. HESS CIGAR CO.
SUCCESSORS TO
J. E. Sherts & Co.
LANCASTER, PA.
Manufacturers of
High Grade Seed and Havana
Cigars

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Daily Capacity: Five Thousand Boxes

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No. 463
CAPACITY 75,000 PER DAY
ESTABLISHED 1871.
DALLASTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

All Jobbers Who Handle Travellers Tips

Say it Always Moves Well
"A Good Five Cent Cigar"
Abbott Cigar Co.
ABBOTTSTOWN, PA.

E. RENNINGER
Established 1889
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Lithographers and Printers 322-326 E. 23RD ST. SAMPLES & PRICES FURNISHED UPON APPLICATION
IN STOCK AND TO ORDER **Krueger & Braun** CIGAR LABELS NEW YORK and BANDS

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.
CHASKEL'S SPANISH BETUNE
Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.
A Card Will Bring More Information and Prices.
Chaskel Chemical Works
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PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT Manufacturers 814-826 LAWRENCE ST. PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED WRITE FOR SAMPLES AND RIBBON PRICES
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Growers and Packers of
HIGHEST GRADES
CONNECTICUT HAVANA SEED

The Krohn Tobacco Co.
(of WINDSOR, CONN.)

Our Plantations are in the most famous growing section
Fine Handling Superb Quality

Address: F. B. GRIFFIN, Manager, NORTH BLOOMFIELD, CONN. —OR— A. H. REEDER, President, P. O. BOX 574, DAYTON, O.

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T. L. ADAIR
Manufacturer of
Fine Cigars
Red Lion, Pa.
Special Lines for the Jobbing Trade

W. W. STEWART & SON
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Makers of the

JOHN HAY
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10c.
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5c.
High Grade Seed and Havana Cigars
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L. J. SMITH & CO.
Wholesale
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With Specially Designed Bands.
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5c. Cigars
TWO HAVANAS
Two for Five Cents
Correspondence with Responsible Houses solicited.
Private Brands made to order.

J. F. REICHARD
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LEAF TOBACCO
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SMITH BROS.
Brokers in Domestic and Imported LEAF TOBACCO
No. 17 Charter Street, Dayton, O.
Ohio Goods Our Specialty

TOBACCO BREEDING.

By A. D. Shamel and W. W. Coby, Bureau of Plant Industry, U. S. Dept. of Agriculture.

(Continued from last week)

A very interesting phenomenon of growth takes place in the filaments of the stamens immediately after the opening of the flowers, which can be taken as an evidence of the natural self-fertilizing habits of the plants. An examination of the flower just previous to the time of opening will reveal the fact that the pistil is longer and extends up beyond the stamens, but when the anthers open and the stigma becomes receptive a very rapid growth of the filaments takes place, which causes the open pollen sacks to be pushed up past the stigma, and in almost all cases they come in direct contact with the stigma in passing upward. This gives an opportunity for at least a portion of the pollen grains to adhere to the viscous surface of the stigma and for self-fertilization to take place, as shown in figure 1. It is just before this process occurs or while it is in progress that there is danger of, or opportunity for, cross-pollination. The open flower contains a small drop of nectar at the base of the corolla tube, which is sought by honeybees, humblebees, and humming birds, as well as by many species of minute insects, all of which carry pollen from flower to flower and from plant to plant in their constant search for the honey-like substance secreted in the corolla tube. In passing in and out of the flowers the bodies of the bees and other insects and the beaks of the humming birds become dusted with pollen, which is transported by them to the pistils of the next flower visited. The ovules are as readily fertilized by pollen from the surrounding plants as by the pollen from the flower in which they are produced. This continuous crossing necessarily results in the introduction and intermixture of poor and undesirable vaireties in our best strains of tobacco.

The observations of the writers plainly show the absolute necessity for protecting the flowers of the seed plants from cross-pollination. Careful experiments have demonstrated that in many instances the stigma of the tobacco flower remains in a receptive condition for three or four days. This condition results in a two-fold disadvantage when no protection is used against cross-pollination. In the first place, it affords abundant time and opportunity for complicated crossing, for each flower is visited many times a day by various insects and often by humming birds; and, secondly, it brings about conditions favorable for the production of seed of weak vitality. Previous experimenters have pointed out the fact that the best seed is not produced as a result of premature or late pollination, either of which is likely to occur in the case of tobacco flowers under natural conditions. When fertilized only by pollen of the same flower, the pollination takes place at exactly the right time, or when the stamens push past the receptive stigma, which results in the production of a superior grade of seed.

The readiness with which tobacco flowers can be cross-fertilized greatly facilitates the opportunity for producing new and valuable varieties by artificial crossing. In the course of the experiments here recorded it has been found perfectly possible to combine certain desirable qualities found in different strains and at the same time to eliminate some of the undesirable characters by producing hybrids between strains of tobacco.

The method of cross-pollination used in the experiments of the writers is to remove all capsules, open flowers, and flower buds from the flower head except those which are in the proper stage of development to open within the following twelve or fifteen hours. In preparing these remaining flowers they must be carefully opened and emasculated by the use of a scalpel, small scissors, and a fine pair of forceps. Great care must be taken in removing the anthers before they have dehisced, in order to avoid injury to the stigma. The emasculation should be done in the afternoon, after which all of the flowers must be carefully covered with a thin paper bag as a protection against insects or other agencies whereby pollen might be transferred to them. In the forenoon of the following day the emasculated flowers should be ready for pollination, but the exact time for applying the pollen must be determined in the case of each individual flower by the appearance of the viscid, sticky fluid on the surface of the stigma. The pollen from the male parent plant can be best applied to the stigma of the female with the point of a scalpel or other sharp instrument. When applied with a brush there is danger of some of the pollen grains adhering to the hairs of the brush after each operation, resulting in considerable mixture of pollen, but where the scalpel is used there is no difficulty in removing all the pollen after each operation. The paper bag must be replaced over the flowers as soon as they have been pollinated, and must be allowed to remain until the seeds have set and all danger of crossing has passed.

In crossing it is not essential that both of the parent varieties be grown in the same community. Pollen from tobacco flowers when thoroughly dry will keep for several weeks or longer without deterioation. The writers have sent pollen through the mails a distance of more than a thousand miles with perfectly satisfactory results. When not intended for immediate use, it should be harvested when perfectly dry and carefully taken off the anthers after they have dehisced and become dried out. These dry anthers may be put in small vials, and the pollen kept long enough for all practical purposes, provided the vials are carefully corked and kept dry.

HUNTER—A Nickel Cigar
Has won many races for dealers.
Try it.

Telephone Call, 432—B
Office and Warehouse:
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLY & CO.
Growers and Packers of
Fine Cigar Leaf Tobacco
Fine B's and Tops Our Specialty
Critical Buyers always find it a pleasure to look over our Samples
Samples cheerfully submitted upon request
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PACKERS and DEALERS in **Leaf Tobacco**
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Manufacturers of Cigar Scrap Tobacco
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Packers and Dealers in
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Rear of 144 West Market Street, on Mason Avenue,
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We Make **SCRAP FILLER** for Cigar Manufacturers.

N. D. ALEXANDER, Packer of and Dealer in LEAF TOBACCO
Jobber in Sumatra, Florida Sumatra and Havana
Lemon and Arch Sts. **Lancaster, Pa.**

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Nashville, Pa.
Maker of HIGH GRADE, HAND MADE
Seed and Havana and Fine Nickel **Cigars**
For Wholesale and Jobbing Trade
Correspondence with Responsible Houses Invited

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FINE CIGAR LABELS
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BRANCHES: CHICAGO, SAN FRANCISCO

John McLaughlin. J. K. Kauffman.
JOHN McLAUGHLIN & CO.
Wholesale Dealers in All Kinds of
Plug & Smoking Tobaccos
Also, All Grades of
Fine Cigars & Leaf Tobacco
No. 307 North Queen St.
LANCASTER, PA.

The large number of seed produced in a single pod and on a single plant makes it possible to obtain definite results from selection or hybridization in tobacco much more quickly than in the case of most other plants. Careful counts show that from 4,000 to 8,000 seeds are produced in a single pod of normal size, and an estimate of the average number of pods on each plant shows that the ordinary tobacco plant produces from 500 000 to 1,000,000 seeds. In many cases the writers have secured from 1 to 1½ ounces of seed from a single plant when the seed has been saved under bag according to the method outlined in this bulletin. This large number of seeds gives an excellent opportunity for testing each selection or cross on a large scale. The quantity of seed produced varies inversely with the number and size of leaves on the plant. The production of a large number of good sized leaves is almost invariably accompanied by the production of a small quantity of seed.

(Continued next week)

THE TOBACCO THRIPS

By W. A. Hooker, Bureau of Entomology, U. S. Dept. of Agriculture.

(Continued from last week)

Since it is evident that the thrips pass the period between crops in the tobacco field feeding upon catch crops that follow, as rye, wheat, etc., or upon weeds which have been allowed to grow, it seems advisable that thorough and clean cultivation be practiced. While it is possible that the employment of the kerosene emulsion treatment, as recommended, may prove so effective as to permit the growing of catch crops without injurious effect, yet a thorough cultivation of the soil after the crop is harvested is strongly advised, for besides its effect on the thrips it will result in the destruction of the budworm and hornworm pupæ and grasshopper eggs.

As soon as priming is finished the stalks should be plowed under, together with all other vegetation in the field. Although cockleburs were observed repeatedly during the summer of 1905, coming up the day following cultivation and although the seed may lie in the soil two or three years before germinating, yet if the weeds are prevented from fruiting in the fall by keeping the soil well plowed the effect will soon become apparent.

The practice followed by some planters of keeping a space of 10 feet bordering the shade field free from all vegetation is quite desirable as affecting the thrips.

It is the general practice to grow oats in fields bordering the shade tobacco, but as the tobacco thrips is found breeding in vast numbers in oats it would seem advisable to replace oats with corn in these border fields.

The part that irrigation may take in controlling the thrips seems to be of importance. Somewhat less than one-fourth of the shade tobacco in Florida is irrigated. This is carried out by one of two methods, namely, surface or overhead delivery. Surface irrigation, which is largely practiced, does not seem to affect the pest. In the overhead method piping is employed, provided at intervals with laterals that extend 4 or 5 feet above the cover and to which are attached nozzles that give a fountain spray. In this way an artificial rain is produced. This overhead irrigation seems to have quite a noticeable effect in decreasing the numbers of thrips. Three irrigations weekly seem to be much more effective than two. One firm estimates a decrease in injury of 10 per cent in a field thus irrigated in 1904. The great expense of piping and damage from freezing has kept the method from being installed to any great extent as yet.

In growing wrapper tobacco, shade is produced by the use of either slats or cheese cloth. The temperature in the shade produced by the former is reduced about 10 degrees from the normal, while by the latter it is increased 10 degrees. From information received

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it is found that the thrips have, up to the present time, caused a much larger percentage of injury to tobacco grown under the slat shade. During the summer of 1905, however, they were found causing no small amount of injury to tobacco under cheese cloth. Whether or not the meteorological differences between cheese cloth and slat shade have an influence on the thrips's work, cannot be told at present, but the matter is important and should be watched closely.

INSECTICIDES.

In carrying on experiments to determine the most effective and practical insecticides, reference was made to Professor Quaintance's bulletin entitled "The Strawberry and the Onion Thrips." The insecticides which Professor Quaintance found to be most effective on Euthrips tritici were given repeated trials. As a result it was found that the resistance of the tobacco thrips to insecticides is far greater than that of Euthrips tritici.

In experimenting with insecticides three important points, aside from their effect upon the insect, were to be considered: First, their relative cost; second, the expense involved in their application and, third, their effect, if any, upon the foliage. From the nature of the mouth parts of thrips, which are fitted for piercing and sucking, stomach poisons were not available and contact insecticides were necessarily used. These latter, as is generally known, kill by entering through the breathing pores and setting up an irritation, or by closing them and bringing about the death of the insect from suffocation. It has been found that the adult feeds largely on the upper surface of the leaves. In this habit, therefore, lies our opportunity to treat the pest successfully with insecticides.

Among the insecticides experimented with are the following, the sprays being applied with a knapsack sprayer:

Rose leaf insecticide.—This is a high grade extract of tobacco. Professor Quaintance, in his experiments with the wheat thrips, finds this insecticide to be the most effective and practical remedy for use against the thrips affecting strawberries, and recommends for that species 1 part to 48 of water. This strength, when used upon the tobacco thrips, has but little effect. Various strengths were tried. When 1 part of the insecticide to 20 parts of water is used, the thrips seem to be paralyzed, remaining immovable for about an hour and a half, after which they commence to show life, and soon become as active as ever. Further experiments with this insecticide show it to be effective when used with whale-oil soap in the following proportions:

Rose-leaf insecticide	1 quart
Whale-oil soap	½ pound
Water	20 quarts.

Nikoteen.—This is a preparation advertised as containing 40 per cent. of nicotine. It was applied in various strengths. Sprayed at the rate of 1 part to 144 of water, 38 per cent. of the thrips were found to be dead when the examinaton was made, twenty-four hours later. No greater strengths were tried, as the cost of the insecticide would not allow its use.

Tobacco decoction.—This was made by boiling 1 pound of tobacco, stems and leaves, in 1 gallon of water for a half hour. This strength was very effectve, practically all of the thrips that were fairly hit by the spray being killed. Weaker strengths were less efficient. As other forms of nicotine were found to be more effective in combination with whale-oil soap, the latter was used with the decoction. When so used, however, the mixture, owing apparently to some chemical change which had taken place, burned the leaf.

(Continued next week)

—Corn from which the proper kind of cobs for the manufacture of cob tobacco pipes can be procured grows only in Missouri, and in but four counties of that State. By what law of nature this is caused has not been explained, but experiment as they may, agriculturists in other States have been unable to produce the valuable corn used in the manufacture of corn cob pipes.

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NEW ARRIVALS, BROWNIES, GOLD NUGGETS, JERSEY CHARTER, BLENDED SMOKE, BOSS, CASTELLO, AMERICAN PUFFS, LANCASTER BELLE, EVERY DAY SMOKE, LITTLE HAVANA, LITTLE DUTCH BLUE POINTS, GOOD POINTS, Etc.

Factory: LANCASTER, PA.

Leaf Tobacco Markets

BALDWINSVILLE, N. Y.

The interest of the growers is centered in the plant beds. Although the weather has been unfavorable, most of the beds are farther advanced than could be expected, the few recent warm days having made a decided improvement in the appearance of the plants.—Gazette.

CONNECTICUT VALLEY.

Another week of the nastiest spring weather which has been our fortune to witness. But now things look a good deal brighter, and if we could but have a few good warm days the business of tobacco setting would begin to hum. As it is, several tobacco setting machines are to be seen at work.

The plants were getting pretty large, too large, in fact, to be kept in the beds. I hear that some pieces are so whipped by the wind that it would be some time before they recovered from the effect. Four days of such wind as we had the past week would discourage most any kind of young vegetation. This morning the farmers are digging plants and this evening will see several acres added to the amount now suffering in the fields.

Our correspondents write:

Feeding Hills, Mass.: "A little more tobacco will be raised this year than heretofore. The season is about two weeks later than usual. Tobacco beds are in all stages of progressiveness; now and then one looks fine but most of them poor. Five crops of 1906 remain unsold. These are cased and waiting for better prices."

Conway, Mass.: "Setting tobacco here began in good earnest last Monday, but the weather continued so cold that the growers were frightened, so the most of them stopped setting until the last of the week, but Boyden Bros. have their ten acres nearly all set. We are having a nice rain, only it is cold."

North Hatfield, Mass.: "Setting here has begun, although on a small scale, but the farmers are all ready to commence tomorrow, if the weather is all right. Some have set today, but the ground is rather too wet for the plants to start growing. There is some complaint of root rot in this section; nothing serious as yet, only a part of some beds. Still cold weather. A few tobacco growers have transplanted an acre or two of tobacco in order to save the plants."

Feeding Hills.: "Setting out the young plants is at a standstill, because of the continued cold and wet weather. Those that have plants ready will hustle as soon as the weather is suitable."

Bradstreet: "Owing to the cold wet spring, tobacco setting is going slow for the want of plants. A few are well along, but the rest have not commenced. Belden Bros., C. W. Marsh W. H. Langdon, Edgar H. Field and John Brennan are among those setting today. We have another cold rain, making setting impossible."—American Cultivator.

EDGERTON, WIS.

Another week of cold rains and only a moderate amount of pleasant weather has not improved the new crop prospects as was hoped. The plant beds are making slow progress and only a small percentage of them will be in readiness for transplanting by the 20th. With exceptional weather from this on the bulk of the crop can scarcely be in the fields by the close of the month. Without question the planting will be late this year and the hope of the crop must come from weather conditions at the harvest end of the season. The continued wet weather has put back all farm work so that growers have as yet accomplished but little towards preparing their fields, and even if the plants were in readiness transplanting would not become general for some days yet. There will be busy times ahead for the farmers for the next few weeks.

The market for cured leaf contains no news. A few odd jobs are yet to be completed about the warehouses, but nothing worthy of mention has occurred. Old tobaccos have only a moderate demand, as manufacturers still insist on lower leaf prices.

Shipments 700 cases.—Reporter.

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THE TOBACCO WORLD

Vol. XXVII., No. 25 PHILADELPHIA, JUNE 19, 1907 One Dollar the Year

WHAT IT WILL COST.

The New Anti-Cigarette Law Will Cause Chicago to Lose $10,000 in Revenue.

Chicago, Ill., June 15.

"The new law, which will take effect July 1, prohibiting the manufacture, sale, or giving away of cigarettes, if enforced, puts the cigarette dealer out of business," said City Collector Magerstadt. "There are no cigarettes known to the trade that do not contain some tobacco, and all cigarettes that contain any tobacco are barred by this law.

"The law works disastrously upon the city, for it not only kills cigarette licenses that the city has issued for the current year, thereby depriving license holders of the benefits for which they have paid, but prevents the issuing of any licenses for the period beginning July 1.

"The cigarette license ordinance has produced for the city some $10,000 each year that it has been enforced, and all this money will be lost by the operation of this law. The city will not issue any cigarette licenses after June 30 and will not get any revenue therefrom"

The collector said he had received the advice of counsel before arriving at his decision. Corporation Counsel Brundage said the law had not been submitted to him and he would hazard no opinion on its provisions.

DEALERS MAY LOSE LICENSE PAID.

There probably will be an avalanche of protests against the collector's action from the several hundred dealers who took out the $100 annual license on May 1. Whether any rebate can be given them is a question. The law prohibits the sale or manufacture or giving away of cigarettes "containing any substance deleterious to health, including tobacco." It does not prohibit the dealing in tobacco and cigarette paper, which will still require licensing by the city.

SALES OF CIGARETTES TO CONTINUE.

The tobacco manufacturers, however, are confident that cigarettes will continue to be sold until the United States Supreme Court, as a last resort, decides the law constitutional.

"Personally I do not defend the cigarette," said William Best, of the Best & Russell Co., "but there is a legitimate demand for them and the manufacturers have contracts to fulfill. The matter has been placed in the hands of our attorneys for the purpose of having the constitutionality of the law tested in the courts."

The dealers were agreeably surprised by Collector Magerstadt's decision to discontinue the licensing of the business, inasmuch as they intend to go on selling cigarettes until the law is finally adjudicated, perhaps several years hence.

"It looks as if the sum total of Miss Gaston's legislative effort would be merely to deprive the city of its $10,000 a year," was the way one manufacturer put it.

THE LEAF TOBACCO CROP PROSPECT IN PENNSYLVANIA.

Mr. S. L. Johns Writes of the Present and Prospective Situation. Believes Glaring Shortage is Indicated and that there is Only a Slim Chance for a Fair Crop this Year.

Hanover, Pa., June 15, 1907.

The writer has five farms lying in the beautiful Conewago Valley, in the vicinity of Hanover Pennsylvania. Among the crops raised there is always grown between two and three acres of tobacco on each farm. The other day, it being an exceptionally fine one, the writer made a tour among the various farms just mentioned, on a sort of general inspection, and particularly for the purpose of noting the progress of the tobacco plant beds, and since this inspection, I have come to the conclusion that we should not waste money on fertilizers this year, in trying to raise a crop of tobacco, because the plant beds will not have developed sufficiently to enable planting before the latter part of this month, and in my opinion it would be a waste of time, money, and energy to attempt to grow tobacco during the months of July, August and September—

First: Because we are usually visited by worms or fleas in August, and on towards the latter part of that month they frequently become almost uncontrollable.

Second: We are in great danger of frosts in September.

It must be admitted that tobacco has been raised in from sixty to seventy days, under most favorable conditions, such as extremely high fertilization, but even then the plants had been set out about the first of June. My advice to farmers would be, not to spend much money in fertilizers this year in the hope of getting it back in a commensurate crop of tobacco, because the chances are largely against them.

There is no telling what the weather conditions during the remainder of the growing season will be.

Back in 1816 there was summer weather during the months of January, February and March, and cold or wintry weather coming on in June, July and August. An Italian writer tells us that on account of the change from the Roman calendar, we have our dates mixed, and that by reason of the change, we are seriously affected, climatically, every ninety years. Perhaps he is right. It is just ninety years since the memorable 1816.

Even should the season from now on become favorable, can we expect to produce a crop of tobacco to supply the demands of the country when we have already lost six weeks of usually the best growing season, while, as a matter of fact, the seed beds have in reality lost almost ten weeks? Unless we sow we cannot reap, and unless we have good healthy tobacco plants to set out we cannot hope to produce a crop of tobacco that will be adapted to the manufacture of only a fairly good cigar.

My prediction is, that tobacco planted in July, or even the latter part of June, will produce only a short, stunted crop of tobacco of inferior quality, and probably very much worm eaten, and if not in many cases ruined by a frost, unless the planter cuts his tobacco before it is half matured, in which event there will be produced a greenish colored and bitter tasting leaf that is fit only for export, or possibly the manufacture of a very low grade cigar.

The hope is cherished that there will be manufactured in the United States this year 9,000,000,000 cigars, of which probably 1,000,000,000 will be made wholly of imported tobacco. There should be produced enough tobacco to make 8,000,000,000 cigars, exclusive of what is used for manufacturing pouch tobacco, and the usual export. That will easily require the enormous quantity of 550,000 cases.

Besides that, we usually furnish Canada with about 20,000 cases of tobacco, and the export will consume a quantity which can be safely estimated at 20,000 cases more.

While the 1906 crop of tobacco was seemingly of a greatly increased acreage, it was nevertheless a great disappointment as to the actual pounds that it produced per acre. For instance, in Pennsylvania in 1905 the average number of pounds per acre was about 1,670, but in 1906 the average production per acre will not average over 1,130 pounds.

Similar results have been ascertained in the States of Ohio, Connecticut and New York, in each of which there was the same decrease in pounds produced per acre.

The following estimates of the tobacco crop in 1906, will be conceded to be fairly accurate:

	cases
Pennsylvania,	78,000
Connecticut,	62,000
Ohio,	81,000
New York, including Onondago, Big Flats, and Tioga county, Pa.	30,000
Wisconsin,	85,000
Florida-Georgia, (if packed in cases)	20,000
Total	356,000

Deducting this amount from the 550,000 cases required to make 8,000,000,000 cigars, we find we have a natural shortage of 194,000 cases.

If we stop for a moment to consider the fact that the output of cigars has been doubled in the past nine years, and mindful also of our dismal failure to actually increase the production of leaf tobacco in 1906, but which we well know was strenuously attempted, my prediction, that under the present existing conditions there will be a much greater shortage of tobacco in the next twelve months than we have already experienced, will be given much credence.

It is true that there is considerable 1905 tobacco yet in the hands of manufacturers, and some is also held by packers and jobbers, but even with that reserve to fall back on we cannot escape the shortage confronting us.

It was hoped that the year 1907 would put the farmers in a positon to raise a sufficient quantity of tobacco to cope with the rapidly growing demand, but the outlook is certainly not now very bright.

Last year everyone inquired as to what caused the apparent scarcity and created the high prices, but no explanation seemed to be fully satisfying. I believe that an intelligent explanation is as follows:

First: The acreage from 1900 to 1905 was not increased in the proportion of the increased consumption, which multiplied so rapidly during that period.

Second: The increasing popularity of pouch or scrap tobacco drew heavily on the stock of cigar leaf tobacco.

In the past fifteen months manufacturers of the cheaper grades of cigars have looked to some of the Southern States for an available supply of both filler and binder stock, and had not that, at least temporary, relief been at hand it would certainly have driven almost every manufacturer of cheap cigars out of business.

Now, however manufacturers are again trying to get away from the use of Southern tobacco, and to replace it with the use of tobacco from the Northern States.

It is to be hoped that this article will not be regarded by the trade as a scarecrow, for nothing is farther from my thoughts. I believe the statements I have made are sound and logical, and that they will be read with interest, if not actual benefit, by members of all branches of our industry.

Respectfully yours, S. L. Johns.

Japanese Inspecting Tobacco.

Danville, Va., June 14.

Messrs. I. Matsunura and B. Uyeda, representatives of the tobacco monopoly bureau of the Japanese government, who have their headquarters at Richmond, arrived in the city yesterday on a trip of inspection. The Japanese government has purchased quite a large quantity of tobacco from local dealers. This tobacco is always purchased by sample and the Japanese invariably send inspectors when the tobacco is ready for shipment, in order that they may learn if the tobacco comes up to sample.

Every hogshead of a very large order will be opened and these gentlemen will inspect same.

The tobacco which has been purchased for the Japanese is stored in several of the factories and warehouses here and the force of hands in these have been kept quite busy recently opening the hogsheads and making ready for the visit of the inspectors.

All tobacco is sold by sample, but it is said that the Japanese are the only buyers who always inspect the tobacco and compare it with sample.

E. A. CÁLVES & CO. HAVANA, 123 North Third Street
....IMPORTERS of PHILADELPHIA

J. Vetterlein & Co.

Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**

115 Arch Street, Philadelphia

FOUNDED 1855

John T. Dohan — SELECTED D&T VUELTA ABAJO — Wm. H. Dohan

FLOR de D&T

DOHAN & TAITT

Importers of Havana and Sumatra

Packers of Leaf Tobacco

VUELTA ARRIBA

107 Arch St. PHILADA.

K. STRAUS — A. LOEB

K. STRAUS & CO.

IMPORTERS OF

PACKERS OF LEAF TOBACCO — HAVANA

301 & 303 North 3rd St.

PHILADELPHIA.

Established 1825

L B S

LEWIS BREMER'S SONS

IMPORTERS OF

Havana and Sumatra

AND PACKERS OF

Leaf Tobacco

322 and 324 North Third Street, Philadelphia

Benj. Labe — Jacob Labe — Sidney Labe

BENJ. LABE & SONS

IMPORTERS OF

Sumatra and Havana

Packers and Dealers in **Leaf Tobacco**

228 North Third St., Philadelphia

Julius Hirschberg & Bro.

Importers of Havana and Sumatra and Packers of Seed Leaf

Tobacco

125 North Third St., Philada.

LEOPOLD LOEB & CO.

Importers of **Sumatra** and **Havana**

and

Packers of **Leaf Tobacco**

306 North Third St., Phila.

L. BAMBERGER & CO.

Packers and Dealers in

Importers of HAVANA and SUMATRA SEED LEAF **TOBACCO**

111 Arch Street, Philadelphia

Warehouses: Lancaster, Pa.; Milton Junction, Wis.; Baldwinsville, N. Y.

GEO. BURGHARD

Importer of

SUMATRA and HAVANA

and Packer of **LEAF TOBACCO**

238 North Third Street, Phila.

H. Golinsky & Son

Importers & Packers of

HAVANA AND SUMATRA SEED LEAF TOBACCO

147 N. Third St, Philadelphia, Pa.

L. KRUPPENBACH

IMPORTER of HAVANA and SUMATRA

DEALER IN LEAF TOBACCO

REGISTERED 1642-44 N. ELEVENTH. ST. PHILADELPHIA

The Empire Leaf Tobacco Co.,

Importers and Dealers in ALL KINDS OF SEED LEAF, HAVANA and SUMATRA **Tobacco**

118 N. 3d St., Phila.

J. S. BATROFF

224 Arch St., Philadelphia

Broker in **LEAF TOBACCO**

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA
THE TOBACCO WORLD

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The preceding cut is a fac-simile, in its actual size, of the Precinta, or Warranty Stamp, which is used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that the Cigars, Cigarettes and Cut Tobacco packages which bear these stamps were made in Cuba.

Thus a copy of the Warranty Stamp, attached to any Box of Cigars and Cigarettes, or to any Package of Cut Tobacco, means that those Cigars, Cigarettes and Cut Tobacco have been made in Havana, Cuba, with the Genuine Tobacco Leaf grown on the Island of Cuba.

DON'T FORGET THIS, IMPORTERS, DISTRIBUTORS and RETAILERS.

THE COLORS OF THE PRECINTA:—Black with Pale Blue Ground; fac-simile of the Seal of the Presidency of the Republic, Sky Blue.

IN THE GOOD OLD DAYS OF MY LORD NICOTINE.

Tobacco in the Period of the Roman Empire.

CONDUCTED BY W. H. PRESCOTT. Copyright 1907, by The Tobacco World.

II.—A FEW REMARKS ON CREDIT.

"Ye gods! but what a magnificent morning!"

So said Lord Nicotine, tobacco merchant of Herculaneum, as he stood in the door of his cigar shop on the Rue de Caesar, tying his sandals on and gazing at the heights of Il Vesuvio in the distance.

It was in truth the morn of a perfect day. Bright and clear rose the sun, while perfumes of flowers floated from the distant gardens of the Colesium. Wrapping his toga more closely about his well proportioned frame, Lord Nicotine sniffed the cool morning air.

"Gee! but that's the stuff for me this a. m.," he said. "I've got a head on me like a bubbling retort. That wine I got down to Cuneo's last night durn near knocked me. I'm going to cut it out, too. Hello, Donizetta!" he exclaimed as a Roman plebian came into the cigar store, shovel in hand, on his way to work.

"Hello Nick!" said Donizetta "been up all night? Say, boy, you'd better chop off night-hawking for awhile or your old woman will give you the rolling pin. Say, Nick will you trust me to a piece of cut plug 'til Saturday night? Garabaldi pays all the canal hands then, and I'll be sure and stop in and pay you."

Lord Nicotine's manner changed. He had looked cheerful—or rather tried to, considering the throbbing head he had on him—but now he scowled:

"Look here, Don," said he, "this is about the tenth time you've asked for tick and I've turned you down every time. Know why? No? Well, I'll tell you; you owe me fifty piastres for plug you got six months ago. After you'd got your bill up to the flagging point you shook my shop and went down to Thomasi Dunn & Ci. You hung them up for about fifty Bachelor cigars, then you dumped them and got tick 'At the Sign of the Tom Cat'. What t'el? Think we cigar men can carry a bum like you for life? Think I can feed my face on your nerve? Not on your life, you foxy canal digger. Just let me give you a tip, Don—and I mean it. When your get your pay envelope Saturday night, cut out the booze and take every red ducat home to your wife. She knows where the money ought to go; she knows how to spend it. Your kid, Marc, needs a new pair of sandals. Your daughter needs a new tunic—why don't you let your wife get 'em? Credit is for those who are careful to make good and not bite off more of it than they can chew. You make ten piastres a day and blow in three for rum, tobacco and chariot fare. Do you think that right? Well, if you do, never come in here again or I'll chuck you out. No, I won't give you a ducat of tick—but there, there's a hunk of chewing I'll give you. Now get to blank out 'cause I'm going in for a soup bowl full of black coffee."

Donizetta disappeared and Lord Nicotine retired to the spacious dining room at the rear of the store.

"Mornin', Nickie," he said to his wife, "How's things going this morning?"

"Nicely, thanks," said sweet-faced Lady Nicotine. "Sit down to the table Nick, and we'll have coffee and hard-tack."

[Note--As explained in The Tobacco World June 12, 1907, the accounts of My Lord Nicotine and Tobacco in the Days of the Roman Empire (now appearing in this journal as an exclusive feature) are being translated from papyrus records which the celebrated archaeologist Prof. K. Ript, L. D., says he unearthed last year at the ancient buried Roman city of Herculaneum, destroyed by a volcano A. D. 79.—Ed.]

—Henry E. Sonnemann and Anton Amann have formed a partnership and will shortly engage in the manufacture of cigars at 704 Division street, Watertown, Wis., under the firm name of Sonnemann & Amann. Both members of the firm were former employes of Wiggenhorn Bros., of that place, until a strike was ordered several weeks ago.

A Good Pair to Go On . . .

Two of Our Popular Five Cent Brands.
Our Goods are Made of Best Selections, Made Carefully, and Made to Duplicate.

Wolf Brothers,

RED LION, PA.

INCREASE YOUR PROFIT!

Columbia Straight Will Do It.

We bought a large supply of Good Havana and Domestic Tobacco at the right time.———We are located where Good Workmen can be had at Fair Prices.

These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.

Fred Schlaeger & Co., Columbia, Pa.

Samples on application.

THE REALM OF THE RETAILERS

Timely Talks with Enterprising Dealers.

"There's an old saying that every man thinks the other man's trade is the best," said a Baltimore retailer, "and I confess that on dull days I get that idea myself occasionally. But a clerk I have is weeding the notion out of my head. Sometimes I think employers should go to their clerks for knowledge and example—on the 'go to the ant, thou sluggard,' plan. Now about the clerk: I never saw such a fellow for getting romance and pleasure out of the cigar business. His comments on ordinary, every-day store affairs are positively refreshing and do great good in stirring up my blase interest in mere routine work. One of his regular remarks is: 'I wonder if—.' He wonders if a pretty Cuban girl made the clear Havana the gentleman just bought. He wonders, when polishing up the nickel and brass work, if gold will ever become so cheap it can be used for cigar store ornaments. He wonders what they will make cigar boxes of when all lumber is gone. That's the way he goes on—seems to take a romantic interest in everything about him, dull, commonplace or otherwise. And, just the same, it's a blooming good disposition to have. Eh?"

• • •

The Worm Turns.

As he was about to leave a large retail cigar store t'other day, The Tobacco World ambassador was halted just outside the door by a somewhat sour-faced clerk, who said: "Say, Tobacco World man: You fellows are always harping on what's good for employes and what clerks should and should not do. Turn about's fair play. I've a bit of advice here for the 'bosses.' Print it, will you? It might help lessen our condition of servitude." He handed over a roll of manuscript. And it read:

"DONT'S FOR EMPLOYERS."

"Don't watch your employes to see if they are watching the clock. Double anxiety only enhances the worry."

"Don't hand out good advice unless you are willing to reward those who take it with a salary-raise handout."

"Don't have so many rules that employes must lose time reading them. Time is money."

"Don't call down a clerk before a customer. It would be more humane to knock him down."

"Don't blame the clerk with a bed, razor and chair because business is dull. Troubles exist everywhere."

"Don't expect double work of married employes—they can't help it."

"Don't get dippy on 'system.' Too much of it isn't good for the system."

"Don't preach 'A place for everything' unless you furnish the places."

"Don't expect a $15 man to wear a never-come-off smile on an $8 salary."

"Don't examine the cash register after every sale. Most of the clerks belong to the Y. M. C. A.—or they are willing to."

"Don't expect your employes to be mind-readers. Tell them 'how' and 'when' occasionally."

Employer and Employe.

Employers may bear in mind to their own benefit, perhaps, that their personality—their temperament, manner of treatment and general conduct, has much to do with making or breaking the employes under them.

This subject has probably received very little consideration from many store keepers and merchants, and yet it is an important one. We all know the grouchy employer—the unfortunate man who, either from ill-health or natural disposition, makes all about him uncomfortable and even disgusted. Then there's the over-bearing employer, who speaks to his help as though they were slaves rather than human beings with feelings and ambitions of their own. The chronic fault-finding employer is sure to be in need of a new clerk often, for human nature has its limits and any sane employe, nagged to the verge of desperation, would rather lose twenty jobs than bear with unnecessary petty persecution. A brief description of an almost ideal employer was given lately by his clerk, a young man who has been with him for some time. "'My employer," said the clerk, "is first of all a gentleman in every sense of the word, and as I was raised in an atmosphere of refinement I easily realized the fact and appreciated it. He never gives 'orders'—merely suggests, and do you know that is one of the most pleasant things in my store life. A hard, earnest worker himself, my employer had to expect me to do my share of work. I have done so, willingly—because I appreciated his position and the further fact that I knew he was a man who would, almost unasked, pay a salary commensurate with the position. He's thoughtful of my welfare to the extent of letting me keep regular dining hours and hours for proper recreation, sleep, etc. He has let me off a number of times to attend ball games and other functions and I reciprocated by remaining after hours to help him when extra work was on hand. He is considerate, yet strict; good-hearted, but thoroughly business-like, and just the right sort of a man to work for. I'm looking ahead to a time when I hope to get a partnership. My father will help me in that respect—and I'm saving up right along. I believe my employer would take me in as partner because he has often expressed, in a quiet way, opinions flattering me as a steady, reliable fellow—one bound to succeed. I intend to live up to his opinion. Some time ago I read an article by Elbert Hubbard concerning what and what not employes should do and it proved so helpful I have saved it. Here it is—read it."

He handed the writer the following slip:

"If you work for a man, in heaven's name work for him. If he pays you wages which supply you your bread and butter, work for him, speak well of him, think well of him, stand by him, and stand by the institution he represents.

"I think if I worked for a man I would work for him. I would not work for him part of his time, but all of his time, I would give an undivided service or none.

"If put to a pinch an ounce of loyalty, is worth a pound of cleverness.

"If you must villify, condemn and eternally discourage, why, resign your position, and when you are outside damn to your heart's content. But I pray you, so long as you are a part of an institution do not condemn it. Not that you will injure the institution, not that, but when you disparage the concern of which you are part you disparage yourself."

It is referred to other cigar store clerks and employes, without comment.

• • •

THE SHOW WINDOW.

By cultivating the faculty of observation retailers can secure many ideas for attractive window displays by "looking at the shop windows" of other merchants. Especially if visiting the large cities, retailers in towns are apt to pick up valuable hints and suggestions.

A dismal show window rather tends to suggest a dismal store and a grouchy proprietor. Make the window attractive with bright colors and dust-free, cleanly looking goods.

To over-do and crowd a window exhibit is really to impair its trade-pulling effect. With 500 different brands of cigars, tobacco and cigarettes in a window, the average man scarcely finds chance to fix his mind on any one of them. A chance to sell is lost because of over-doing the thing.

A bottle of light wine, a box of cigars, a meerschaum pipe, a tin of smoking tobacco and a box of matches, all on a salver and with nothing else to distract the show window gazer's attention, is apt to prove a good display. It suggests comfort—at the club, at the home "den" or aboard yacht or liner.

A New York trade journal editor, who has made a careful study of show windows for years, says:

"It is useless to hunt for the failure microbe or to sigh for the discovery of the anti-bankruptcy serum, while show windows remain neglected or only partly utilized. The retailer who lays his financial troubles at the door of a chain store system or a trust may not have compared his own windows with those of the trust and chain-system's stores, but it is not likely that the public has been equally careless or blind. Consequently any disparity in the appearance of his own windows is likely to have much greater weight as a factor in his success or non-success than he would be willing to concede. Less talk about the enormity of the crime of buying from trusts and more care of the retailer's show window would be conducive to the peace of mind and general prosperity of retail merchants."

Young men anxious to become cigar store clerks are reminded that they have a short cut pull to securing a good job if they can design attractive window displays and write window and store placards. If you have artistic ability, young man, cultivate it, for the commercial world has need of all such ability it can secure.

Offer a prize of a box of cigars to the one furnishing designs and sketches for a show window display, and promise a good cigar to all whose designs are submitted. If the scheme works as well as it did in a New England city, you will secure some meritorious ideas.

ADVERTISING TIPS.

Consistency is said to be a jewel—and is; and persistency—so far as advertising goes—is a precious jewel.

The advertiser can get a tip on advertising by watching a bull dog in a fight. Once he gets his "holt," the genial purp with the iron jaws never lets go. If you start advertising never let go. Stay with it. Have "nerve" and patience. Be a "good loser"—at least until your advertising has had a fair show to "make good." Rome wasn't built in a day, and one advertisement or sometimes ten do not build up a big sales account. But give printers' ink time, in the right place, and it will prove a profitable and faithful friend.

The fact that trade journals and other publications are constantly advising business men and houses to advertise is not a sign that they are exploiting advertising that they may secure selfish profit. They have no particular axe to grind. But, being in a position of positions to judge, test and see the good results coming from advertising they want others to know of and profit by such knowledge. They are to be thanked—not criticised, for "booming advertising" and advising all kinds of publicity. Hide your light under a bushel measure and you can't see it yourself, say nothing of the public, which usually is interested in matters of its own until attracted to other affairs by securing its attention. By all means "blow your own horn" some. If you don't nobody will do it for you—for nothing.

Here's a few hints on advertising, by Expert Mahin, that you can peruse to advantage:

"An untruthful advertisement makes a skeptical purchaser, if it makes a purchaser at all. The skeptical purchaser always keeps his hand tightly on his pocketbook.

"There is inertia in a train of thought as in a train of cars. It takes energy to start or stop either. There is economy in trying to think about one thing at a time.

"The man who says he doesn't advertise to get business, but to keep what he has, forgets that if advertising will pull trade away from him it will pull it toward him.

"Remember, in writing advertisements, that there are only two classes of readers—those who are busy and those who are lazy. The busy haven't time to read uninteresting long stories, and the lazy will not.

"No money is lost in 'indirect advertising.' One must necessarily be most interested in making his own business a success, but he must not lose sight of the fact that whatever benefits the community benefits himself."

• • •

RETAILERS' QUIZZES AND ANSWERS

[Edited by W. H. P.]

Question—I am 21 years of age. Am I old enough to open the doors of a cigar store?—Willie Drexelbilt.

Answer—Indeed you are, Willie! That is unless the doors are locked and bolted.

—

Q.—I am a widow; have buried five kind husbands and all of them were cigar dealers. Now another cigar man has asked me to be his happy bride. Shall I say 'yes?'—Lonely Mary.

A.—Sure! If he's willing to take "his turn next," tell him "yes" three times over and then run him around to the minister's.

—

Q.—I was getting out some cigars from under the counter last night when a great big black snake, eighteen feet long, crawled out and hid in the cash register. What would you advise me to do?—Nervous Clerk.

A.—Change to soda water and bromo.

—

Q.—My wagon man took out a load of cigars to deliver C. O. D. He came back inside of an hour with a black eye and a regular Third Ward skate. Haven't seen horse, wagon or cigars since. Of such conduct what am I to think?—Old Jobber.

A.—Don't think—shoot!

—

Q.—I smoke twenty packs of cigarettes a day and find I am getting bug-house-y. What shall I do?—Sour Corporal.

A.—Smoke one hundred packs a day and finish the job.

—

Q.—Ought I to marry a woman who smokes a pipe?—Smit-Ten.

A.—Sauce for the goose ought to be ditto for the gander.

—

Q.—Can you suggest a name for a cigar to retail at one cent?—Kutter.

A.—Yes. "Down and Out."

TO PROTECT THEIR INTERESTS

Green Bay, Wis., Manufacturers Form Association to Avoid Loss from Bad Debts.

Green Bay, Wis., June 14.

Cigar manufacturers have organized an association with protection for its object, that is, protection from bad debtors. A black list will be drawn up and in the future the cigar manufacturers will try to protect themselves and each other from the large loss which they have sustained each year.

The association is yet in its infancy, having just been organized, but big things are being planned and its promoters hope to see it grow into one of the strongest organizations in the city. Besides the protection afforded by the association other things will be essayed. One of the endeavors of the society will be to induce the manufacturers to make a uniform cigar. As yet nothing has been done in regard to the prices charged for cigars, but this may be attempted later, as the association grows, and after some of the tasks which have been started are completed and the preliminary work of organization has been finished.

All of the union cigar manufacturers in the city are members and much enthusiasm has been shown by those who have joined the society. The meetings have been well attended and prospects of success for the new organization are bright.

Meetings are held once each week, usually on Monday night, and the association meets in the factories of the different members, as no hall has been secured.

Officers of the association are: President, John Huerth; Vice President, Jacob Reis; Secretary, Arthur Bacshe; Treasurer, Louis Vilim.

RUTHERFORD CLEAR HAVANA CIGARS
Are Popular
Because They Please the Consumer.

Passing of Old Lebanon Business

Lebanon, Pa., June 15.

The Standard Leaf Tobacco Company, a new firm composed of Lebanonians has purchased the entire stock and interest in the business of former Councilman Wm. J. Swope, leaf tobacco dealer, at 714 Chestnut street. Possession was given on June 1.

Clayton D. Long, who has for a number of years been associated with his father, D. B. Long, in the manufacturing business at 15 and 17 North Sixth street, is the manager of the Standard Company.

The transfer means the retirement from active business, for the present, at least, of Mr. Swope, after thirty years of continuous activity in the tobacco trade. He has been engaged in the leaf tobacco business at the present location for seventeen years, and prior to that was on the road in the same line of business. Mr. and Mrs. Swope will shortly take an extended trip through the West.

SUCCESSOR WELL KNOWN.

Mr. Long, his successor, is almost as well known in the tobacco business as Mr. Swope, though many years the latter's junior. He has had over fifteen years' experience in the business, and will carry on the business on a large scale, with a full line of the best imported and domestic leaf tobaccos.

For a number of years Mr. Long has been connected with the Long cigar factory on North Sixth street, but will hereafter devote his time solely to the leaf tobacco trade. He will have two warehouses, one at 714 Strawberry avenue, in the rear of Mr. Swope's premises, and one at 510 Union avenue.

TEXAS HAVANA CIGARS.

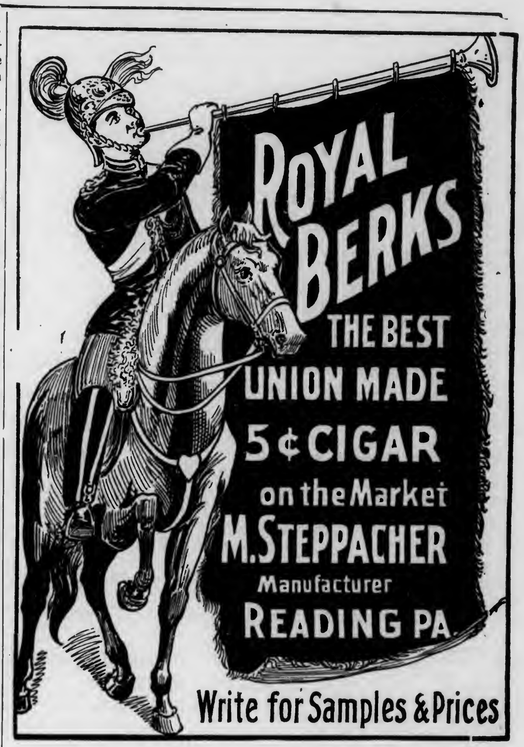
To be Made from Purely Texas-Grown Tobacco.

Orange, Tex., June 14.

There will soon be on the market Havana cigars made from tobacco grown in Texas. L. H. Shelfer, who established the Shelfer Brown demonstration farm near this city two years ago, has obtained a license to operate a cigar factory. The leading brand of cigars will be the "Orange County Havana Cigar, Made of Orange Tobacco," which will be made in 5, 10 and 15 cent sizes. The business will be styled "The Orange County Demonstration Cigar Factory."

—The Lorain Cigar Co., of Lorain, O., has increased its capital stock from $10,000 to $25,000. A steady increase of the business of the company is said to have made this action necessary.

Gieske & Niemann, Packers & Dealers in Leaf Tobacco
No. 204 South Charles Street
Baltimore, Md.



Norristown Tobacco Works
Keyno HAVANA SHORTS 2 oz. 5c.
NORRISTOWN, PA.
Manufacturers of
Havana Shorts
Private Brands for Jobbers a Specialty
Samples submitted on application

IT IS BUILT FOR STRENGTH
But is not heavy. Notice the position of the Steel Spurs. It won't "Run Away."
Used in Factories and Warehouses everywhere
Price $5.50

The "BOSS" Box Truck will move your Tobacco Cases easily and safely
WOLF & LUKASAWITZ, DAYTON, O., say:
¶Gentlemen: We have been using your Boss Trucks for a period of ten years, and would say that they have given us the best satisfaction, and you may send us three more of the same make.
MANUFACTURED BY
THE WM. F. KRAMER CO.
DAYTON, OHIO

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

John U. Fehr Established 1883 Geo. N. Fehr

J. U. Fehr & Son

Importers and Packers of

Leaf Tobacco

700 Franklin St., 101 to 107 S. 7th St.,

READING, PA.

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia

Long Distance Telephone, Market 3025.

S. Weinberg

121 North Third Street

PHILADELPHIA

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

Tobacco

Cable Address, "Heiland, Lancaster" Telephone Service

JOHN F. HEILAND & CO.

COMMISSION MERCHANTS AND DEALERS

Leaf Tobacco

Eastern Agents MaGee Tobacco Case

Representing

George H. Rumrill, Janesville, Wis.;
The Miami Valley Leaf Tobacco Co., Dayton, O.;
The Krohn Tobacco Co., Windsor, Ct.;
Downard & Koking, Cincinnati, O.;
F. W. Dohrmann & Son, Cincinnati, O.;
Metakey & Heiland, Lititz, Pa.

48 E. Chestnut Street

P. O. Box 178

LANCASTER, PA.

H. VELENCHIK S. VELENCHIK

VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

HENRY RINDSKOPF

Packer and Importer of

Sumatra, Havana and Domestic **LEAF TOBACCO**

N. E. Cor. Fifth and Washington Sts.

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Leaf Tobacco

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LARGEST RETAILERS IN PENNSYLVANIA

No. 240 Arch Street, Philadelphia, Pa.

E. A. CÁLVES & CO. ....IMPORTERS of C HAVANA, 123 North Third Street PHILADELPHIA

CONTRACTING FOR FUTURE DELIVERY IN HAVANA.

The Old "Follow the Leader" Game Inaugurated. How Long Can It be Kept Going, and What Will be the Result?

Special Correspondence of The Tobacco World.)

Havana, Cuba, June 10, 1907.

Sales during the past week, as far as reported, do not show any large volume of business transacted although I have learned from several sources that some of the Tampa manufacturers now among us have been taking time by the forelock and have made contracts for future delivery. This surely indicates from which side the wind is blowing, and that the Tampa and Key West manufacturers do not carry sufficient stocks to make them independent of the present market situation. As they have to pay considerably higher prices this year, compared with last season, it is more than likely that they will also raise their prices, or change their sizes somewhat, so as not to lose any money. At last the weekly receipts go to show that the escojidas are beginning to work upon a more active scale.

The news from the Santa Clara province is very discouraging for all people who handle this style of leaf, as the hope of seeing lower prices this year may as well be given up if the present state of affairs should continue. It seems that some hothead, who could not wait any longer and calmly take his chanes, has started the ball rolling by paying the same ridiculous high prices as were conceded to the farmers last year. Like the leader of a flock of sheep, which has the rest of the herd at its mercy, as it will follow him blindly over any precipice, so it seems that the dealers and packers of Remedios tobacco have argued the point that if Mr. Soandso could afford to pay these prices, they could do likewise. It is stated that for the bundled tobacco from $20 to $25 per qq. has been paid, and this, to the knowing ones of the trade, means that the prices for 1st and 2nd capaduras will rule at about the same figures as they did last year. How in name of common sense any reasoning merchant should pay such ridiculously high prices for a crop which is known to be, by universal assent, partly defective, it is hard to understand, particularly when it is a fact that the consumption has decreased fully 50 per cent. and at the prevailing high prices is liable to shrink still more. As this year's growth, according to all reports, cannot be used by the cigar manufacturer before the winter of 1908 at the very earliest, no dealers or manufacturers in the United States will be in a hurry to buy the 1907 crop of Remedios, and I therefore look for a very slow and dragging business during the balance of this year. Had our dealers and packers used more judgment and commenced buying the crop at about one-half of the figure at which they are said to have started in, the outlook would have been far different, and everybody might have had a chance to handle this kind of leaf and make a moderate profit. However, it is possible after the fever of excitement has abated and our leaf dealers think more calmly and commence to reason that they will not continue to pay exorbitant figures, and will try to secure the balance of the crop at more reasonable prices. Let us hope, for the benefit of all concerned, that this may be the case, and that the bird which lays the golden eggs may not be killed.

Sales

during the past week ran up to 1,205 bales, consisting of 818 bales of Vuelta Abajo, 87 of Partido and 300 bales of Remedios. Of the above quantity 587 bales are reported to have been sold to American buyers, while the remainder of 618 bales went into the hands of the local cigarette manufacturers.

Buyers Come and Go.

Arrivals:—Antonio Rico, of El Arte Cigar Co., B. Cuesta, of Cuesta, Rey & Co., J. Lozano, of F. Lozano & Son, E. J. Stachelberg, of M. Stachelberg & Co., Tampa; Fred Meyer, of John H. Meyer & Son, W. D. Castro, of W. D. Castro, Chicago.

Departures.—John Fielding, for New York; Elias Aarons, for New Orleans; Sidney Goldberg, for Vera Cruz.

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

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HAVANA, CUBA Monte 56

NEW YORK 165 Front Street

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"	REMEDIOS	"	SANTA CLARA
"	"	"	QUINTA CAMAJUANI
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NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

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Sobrinos de A. Gonzalez

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Habana

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PRADO 125

Cable: ZAIDCO — HABANA, CUBA

S. Jorge — Y. P. Castaneda

JORGE & P. CASTANEDA

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Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

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Independent Cigar Factory

The Oldest Brand

FLOR DE TABACOS DE PARTAGAS Y Cª HABANA

The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER — *Habana, Cuba*

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA — *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" **HAVANA, CUBA**

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Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

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HENRY VONEIFF — F. VIDAL CRUZ

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Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128 Cable: "JOMAGARCIA" **HABANA, CUBA**

R.z BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista — **Neptuno 170--174** — Special Partner—Gumersindo Garcia Cuervo

Havana Cigar Manufacturers

are still in the same predicament, as the attempt made by Gen. Pino Guerra to come to a compromise between the trust and the strikers has completely failed. It seems the trust was made to believe that if it offered an increase of wages of 3½ per cent. that the same would be accepted by the strikers, but when the trust finally agreed to this proposition the leaders of the strike had changed their minds, and insisted upon their original proposition of demanding the same figures in American money, or virtually 10 p·r cent. in crease. I heard it stated that the men who are at the head of this movement, and who have engineered the strike, are the identical ones who gave Tampa so much trouble a few years ago, and who were finally kidnapped and deported when the cigar manufacturers could not stand their goings on any longer. Whether this will be the final solution here, or whether the question may yet be solved in a peaceable manner, remains to be seen. It is a riddle, however, where all the money is coming from to support the idle men and their families, although that there must be a great deal of suffering is undeniable, and that trade in general is more or less affected begins also to be noticeable. There is already a scarcity of cigars for local consumption, and it is less a question to get the accustomed sizes at even a higher figure, than to get any at all at any figure.

Buying, Selling and Other Notes of Interest.

Muniz Hnos & Co., have been selling their receipts of new Vuelta Abajo, some 361 bales, mostly to the local cigarette manufacturers, although a few bales went to the United States.

Facundo Arguelles has been buying right along, although he would not commit himself in stating the exact number of bales already acquired.

Cardenas & Co. sold 300 bales of Vuelta Abajo (libra de pie) to the local cigarette manufacturers.

Sylvester & Stern started their Santiago de las Vegas packing on the 4th inst., and, I understand, they intend to pack close on to 5,000 bales. Their fine building at 6 Monte street, in a new coat of paint, is looking spic and span, and all the interior arrangements have been completed in an up-to-date fashion, so that now they have good ilght and can show their tobacco, rain or shine, at any time.

Urbano Gomez & Co. disposed of 150 bales of Vuelta Abajo. It seems this house is going into the leaf business deeper and deeper from year to year.

The Loeb-Nunez Havana Co. received a fine vega of 200 bales from the Vuelta Abajo during the past week. Leopold Loeb, Samuel Mendelsohn and I. M. Jacoby, after having inspected their Vuelta Abajo and Partido packings, also went upon a trip to the Santa Clara province, the end of last week.

Sobrs. de A. Gonzalez disposed of 107 bales of various classes of leaf.

J. F. Berndes & Co. bought 100 bales of 1st capaduras, old crop.

Jorge y P. Castaneda made some sales of their San Antonio de los Banos escojida.

Edgar J. Stachelberg arrived here last week, and is actively in the market trying to secure the finest tobacco he can find.

RECEIPTS FROM THE COUNTRY.

	Week ending June 8 Bales	Since Jan. 1 Bales
Vuelta Abajo	3,291	19,135
Semi Vuelta	195	1,097
Partido	789	2,267
Matanzas	5	266
Remedios & S. Clara		4,910
Santiago de Cuba	297	2,420
Total	4,577	30,095

New Auburn Company Formally Launched.

Auburn, N. Y., June 15.

Formal transfer has been made of the business of the Auburn Tobacco Company, formerly owned by Elmore N. Ross, John N. Ross, William H. Ross, and Edward A. Ross, comprising the firm, to its new owners, who have filed articles of incorporation with the Secretary of State at Albany and will do business under the old name with a capital stock of $40,000. All the former owners have withdrawn from the business entirely with the exception of Edward A. Ross, who will act as treasurer and manager of the new c rporation. J. Vipond Jr., of Scranton, Pa., is president. Mr. Vipond is actively interested in the Scranton Tobacco Company, of Scranton, Pa.

It is the intention of the new company to greatly enlarge upon the old business of the Auburn Tobacco Company and extend its operations over a much greater field. In order to do this it has been found necessary to move into quarters with better facilities for its particular line of business, and on June 20, the property formerly occupied by Walter Bray in Exchange street will be used as its place of business, extensive repairs being made in the meantime. The entire building will be used. Several more salesmen will be employed to exploit one grade of tobacco alone.

The business of the old firm was established in September, 1898, at 109 State street. Since that time the rapidly increasing trade has twice forced the company to move into larger quarters, and at the time of its sale the Auburn Tobacco Company enjoyed one of the most flourishing wholesale businesses in the State of New York. Its success was mostly due to the untiring efforts of its manager, Edward A. Ross.

Smaller Albany Factories Sign Scale.

Albany, N. Y., June 14.

The new agreement and wage scale demanded by local Cigarmakers' Union No. 68, has been signed by the following employing cigarmakers: Hinkleman, Fisher, Horan, Hoffmeister, Burgman, Winhold, Allen & Van Souten, White Bros., Koons, Fish, Bagle, Mitzheim, Becker, Lavin, Brightmyer, McDuff, Langhon, P. F. Ryan, J. M. Johnson, Manger, Murphy, Herscholz, Quinn, Heinz, W. H. Girvin, Keller, Harris, McCarthy, Thornton, Mrs. May, Bruesch, Winne, Van De Bogart, Wideman, Tiernan, J. Smith, G. Smith, W. Reilly, Roche Bros., M. Russell, Lang Bros., F. Loran, J. J. Koons, T. Kenny, H. Heinberger, G. Graves, J. H. Girvin, J. Gilligan, F. P. George, H. Faubel, M. Coiley, G. Brown, J. Bowers, L. Snyder.

This represents a majority of the smaller factories of Albany, but the real large factories are quite as conspicuous by their absence from the list.

Constitution Seed & Havana Cigars are the Best that can be made. Do you sell them?

PABLO PEREZ — CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

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JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" — **HABANA, CUBA**

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Almacenistas de Tabaco en Rama y Viveres

Amargura 12 and 14, and San Ignacio 25

Cable: "Tebenitez" — P. O. Box 396 — *HABANA, CUBA*

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM — *Habana*

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Mendelsohn, Bornemann & Co.

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Monte 156, **HABANA, CUBA.**

P. O. Box, 393. — Cable: "CALDA."

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Established 1881 — THE — Incorporated 1902

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PHILADELPHIA, JUNE 19, 1907.

A CHEERY OUTLOOK.

It is likely that if the subject is studied closely, the apparent shortage of tobacco in the United States is due more to rapid increase of population than to blighted crops and other things. While there has been increased acreage in tobacco growing, the increase has fallen far behind the growth of population and hence the increasing importations of the weed from abroad to make up the deficiency. These facts should encourage tobacco growers to increase their acreage and also induce many others to take up tobacco growing as a pleasant and profitable vocation. No matter how much tobacco is raised in this country, growers are sure of marketing their crops and even then importations will not fall off—but increase too; for with the future increase of population, more and more tobacco will be demanded and used and growers will be found to cultivate it.

TEACH ONE ANOTHER.

While the chief object of cigar manufacturers' and retailers' associations is self protection from the trusts and monopolies, it may well be considered by the tradesmen named that there are other worthy objects to be achieved, one of which is the dissemination of trade knowledge and experiences. In many lines of industry men engaged therein are prone to keep trade knowledge and wisdom to themselves. Referring to the points commented on a prominent captain of industry at a large convention, recently said:

"There are some men who prefer to work behind closed doors. That is to say, they have a few wrinkles which they think are too valuable to divulge to their fellows. After years of experience and earnest application they have struck what they believe to be the desired vein and are very careful lest any one should encroach upon the claim they have staked out and rob them of their gold. Of course every man has a right to reap a reward from the product of his brain, but does it not seem a narrow conception of your duty to your fellow-craftsmen to keep a profound secret that which would be of such value if divulged? Is it not the broader, more noble thing to give the benefits of your researches to your fellows, and thereby save them the arduous brain-racking plodding which you have experienced before obtaining your goal, for they will certainly travel along the same highway until they arrive where you are. Secrets are very short-lived in this progressive age. Will you not reap the greater benefit by giving your discovery the greatest publicity?"

HE IS NO FANATIC.

As opposed to that class of ministers of several denominations who take every opportunity to decry the use of tobacco, almost branding smokers and chewers as moral degenerates, comes the welcome news that a Middletown, N. Y., minister of the gospel laid the corner stone of a cigar factory in that city recently. Rev. Stanard B. Butler, the scriptural ecclesiastic referred to, said at the corner stone dedication:

"Some may question the propriety of my participating in the exercises. I am here under a temporary spell of selfishness. As a cigarmaker, Mr. Mills is busy in an attempt to keep the fires burning. As a Universalist minister, it is my business to put them out The greater his prosperity, therefore, the longer my tenure of office, and the larger my salary."

A somewhat frank avowal upon the part of the minister, but his principle and actions entitle him to far more credit than the cranks and fanatics who would abolish tobacco, close up shops on Sunday and inaugurate the dreary, dragging and unbearable Sabbath days of the unlamented Blue Law period.

SHOULD HAVE BEEN IGNORED.

The ludicrous story originating in the West, to the effect that the Food Commissioner of Minnesota had analyzed certain cut plug tobaccos and found them to be concoctions of "hashed" manila paper soaked in tobacco juice, essence, etc., should never have been given serious attention by the tobacco trade press. The "yarn" was so transparently "yellow" foolish, and untruthful, as to carry its own condemnation with it. While fully acquainted with the details of the canard, The Tobacco World deemed it the part of wisdom to ignore the matter and now refers to it simply because some of the trade journals seem disposed to harp on the matter unnecessarily. Ignore it brother editors—ignore it!

TRICKY CRUSADERS.

Through alleged trickery, two words introduced in a bill before it was passed by the Illinois State Legislature, prohibits the manufacture, sale and giving away of cigarettes in that State—unless the violator of the law wants to put up a fine not exceeding $100 for every offense, or go to jail for a period not exceeding thirty days. Anti-cigarette agitators are responsible for the passage of the law, and the "joker" amendment introduced and, while for a period the foolish measure may be enforced as to "made cigarettes," smokers can still make their own, and again, it will be quite an easy thing to repeal the law at the next session of the Legislature if friends of the cigarette decree it. It is an old maxim that little good ever comes through trickery. What must be thought of reformers who stoop to trickery to gain a really unimportant end?

—If the price of leaf tobacco continues to rise there may be a boom in the air-ship market. It will require one to reach said prices.

THE LOCAL TOBACCO NEWS

The retail trade has improved considerably since the warmer weather seems to have set in in earnest. Street traffic has increased wonderfully and dealers along the thoroughfares leading to parks and other open air resorts are feeling the good effect to a marked degree. Electric fans have been set in motion and summer is apparently here, but the trade misses the usual spring season.

In cigar manufacturing circles the trade is generally reported as moderately good, but when we refer to the sale of revenue stamps for May we find that the month was really a record breaker, as compared with the month of May for many years previous. May, 1907, has to its credit an output of 60,452,650 cigars, 17,600 little cigars, 17,089,000 all tobacco cigarettes, 7,802,500 paper covered cigarettes, 468,400 pounds of snuff, and 113,310 pounds of manufactured tobacco. The cigar output shows an increase of nearly 4,000,000 over May, 1906.

Not only has the Theobald & Oppenheimer Co. commenced active operations in the construction of its new cigar factory, which is to be located on Fourth street near Girard avenue, but they have also acquired an additional plot of ground upon which it has been decided to erect an annex, which will extend along the full length of the factory on the north. It will be a two story structure, and used principally for warehouse purposes. The main structure, which will be built of brick and concrete, will have a frontage of 85 feet on Fourth street, and extend along Cambridge street 168 feet to Orianna, along which it will front 108 feet. It will be six stories high, and contain every known modern improvement and device. It has even been lately planned to equip it with baths for use of the employes, a dining hall, etc. In short it is to be the model factory through and through. At the present time the house is having a heavy demand for the Quatility and Dolly Dollars in nickel goods, and the Wm. Penn and Royal Lancers in 10 cent products.

Jobbing houses report that although the demand for goods by dealers has increased finances do not seem to be much easier, if any, and collections are hardly up to the standard.

A day clerk in the employ of Fred Hoch & Co., at their Columbia avenue and Sydenham street store, on Sunday afternoon last, tapped the cash register of its contents and unceremoniously decamped for parts unknown. He had come on duty about 1 o'clock p. m., and was seen to leave the store shortly before 4, closing and locking the door. An investigation of the cash register revealed the fact that about $36.00 had been taken in by him during those few afternoon hours, and that constituted the amount of his plunder. No trace of his present whereabouts has as yet been obtained, although detectives are working on the case.

S. Cargas, formerly engaged in the cigarette manufacturing business on Walnut street near Fourth, but who about eighteen months ago removed to 5948 Market street, now has one of the most prosperous stands on the progressive West Side. Directly in front of the store is the entrance to the Sixtieth street station of the Market street "L" road, and the intersection of Sixtieth street is just one door away. The extremely heavy traffic on both Market and Sixtieth streets provides immense transient trade, aside from a large, steady patronage from the immediate neighborhood.

In addition to the large retail cigar trade Mr. Cargas is also devoting much of his personal attention to the manufacture of high grade Egyptian cigarettes.

Julius Schneider, who has for many years been a dealer in tobacco cuttings, and is well known in the trade, died suddenly on Friday afternoon last. Heart disease is supposed to have been the immediate cause of death.

J. Levitt, at 269 North Ninth street, is among our most active retailers, and carries a large line of all popular brands of cigars, etc. A large transient trade is attracted by the unique window displays and attractive interior fixtures.

A. B. Cunningham & Co. have secured the services of Harry Schrader, who was formerly a member of the selling staff of W. M. Applegate, at Bethlehem, Pa. Mr. Schrader will continue to cover much of his old territory.

At the new Beechwood Park, a short distance out on the Philadelphia & Western R. R., the product of Bayuk Bros. is the only cigar on sale. Thousands of people are drawn to the new park daily, and it should prove a winning card for Bayuk Bros. to have secured this exclusive privilege.

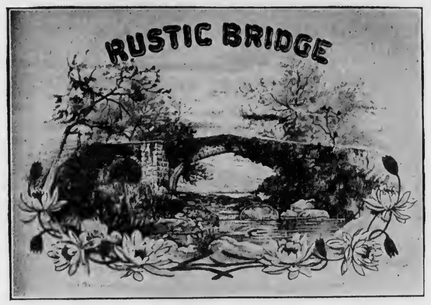
The leaf dealers have all had time during the past week to go out and enjoy the sunshiny days. The week was enlivened a little by the arrival of C. J. Lederman, from Lancaster, who stirred things up a bit with his line of Connecticut and New York State tobaccos. Several fair sized sales are reported to have been consummated.

W. E. Gheen arrived here on Monday morning and will spend some days in the city.

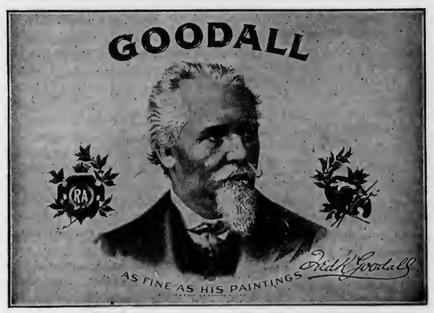
W. G. Thompson, with Louis P. Sutter & Bros., was a visitor in the local leaf market during the present week.

George Burghard figured conspicuously in several Havana transactions during the past week.

W. A. LAHR



Wholesale Cigar Manufacturer



Red Lion, Penna.

Get our prices, and make a fair comparison with those of other factories.

Correspondence invited with the Wholesale and Jobbing Trade.
Samples Free to Responsible Houses.

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"At the Sign of the Bull Log," New York

Real Habana Segar Makers and Importers

Habana Scraps and Cuttings for Sale

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World

New York, June 18.

The leaf tobacco market was unusually quiet for the past week in domestic goods. There seemed no dearth of out of town people in the trade, but all purchases were sparingly made, although it is admitted that goods are being more eagerly looked over than for several weeks previous.

The long continuing unseasonable weather appears to have had the effect of awakening manufacturers to the fact that if perchance the crop should be a short one this year, or inferior in any way, it would undoubtedly have an adverse effect on the market, and prices would stiffen in consequence.

Both leaf dealers and manufacturers are hoping that such may not prove to be the case, realizing fully what a disastrous effect it would have on the industry, which has been growing so rapidly. It is, however, only a matter of a few weeks until it will be possible to predict more intelligently and accurately just what the chances are.

Some activity has been experienced in imported goods, particularly Sumatra, which is having a very gratifying sale.

In Havana leaf the market is still more unsettled by a sort of in-between-season, and the arrival of new goods is now eagerly awaited.

• • •

Pretzfeld & Co. report having secured considerable Sumatra tobacco for their trade at the inscription held at Amterdam on June 7.

• • •

Ernest Ellinger, of E. Ellinger & Co., importers of Havana tobacco, returned to New York from Cuba last week, having come by rail after visiting several important Southern clear Havana manufacturers en route. He states that he secured a considerable quantity of tobacco to supply his trade, but that prices are greatly advanced over last year. Packing of his new goods is pushed forward as speedily as it can be safely done.

• • •

Park & Tilford have issued a very handsome booklet, which is one of a series gotten out by them. The present edition is intended for yachtsmen, and consists of an eight page folder, which is illustrated and exquisitely executed. Special attention is given in it to Park & Tilford's line of smokers' supplies.

• • •

Maurice Wertheim, a son of President Jacob Wertheim, of the United Cigar Manufacturers' Co., has been elected secretary, succeeding the late Walter A. Schiffer. The vacancy in the Board of Directors, caused by Mr. Schiffer's death, has not yet been filled.

Mr. Wertheim, Sr., is expecting to sail on June 20 for Europe, where he will meet Edward A. Kerbs, of the company, to consult with him concerning some very important matters.

• • •

S. F. Hess, head of the widely known tobacco manufacturing firm of S. F. Hess & Co., of Rochester, N. Y., died at his home in that city on June 6, of neuralgia of the heart, at the age of 74 years. Deceased had been engaged in the tobacco business since 1867. He is survived by a widow and one son.

• • •

A. Bijur and his bride, after a short honeymoon abroad, have returned to New York.

• • •

Theodore Wolf, leaf dealer, died at his home, 23 East Eighty-eighth street, the early part of last week, after a long illness. Mr. Wolf was 65 years old, and came to this country from Germany when a small boy. His wife died about three years ago, and he leaves no children or other near relatives.

• • •

M. Isaacs, who is here on a purchasing trip for Zeegan Bros. & Co., cigar manufacturers of London, Eng., has left for Boston, where he will remain ten days. On his return to this city he expects to make his final purchases of leaf, and has booked passage on a steamer sailing July 26 for England.

• • •

While the city trade is kind of quiet, John J. Sanders, of the Manufacturers' Supply House at 113 Maiden Lane, reports orders coming in nicely from the country.

• • •

Laborers were at work Saturday sifting the ashes of the ruins of the fire in search of diamonds and jewelry belonging to the family of Walter A. Schiffer.

Captain C. Fred Nelson, a fireman, the morning after the fire picked up valuable diamonds and purses belonging to Mrs. Schiffer, which he returned to the widow. Laborers employed by Joseph J. Kiernan brought to the surface Saturday two gold watches, one gold bracelet, one diamond pin, one ring with two diamonds and a sapphire.

The safe was found to be intact. The value of the diamonds and jewelry lost in the fire is estimated to be $40,000.

• • •

Fred. Bauer, representing Louis E. Neuman & Co., lithographers, left Monday on a trip through Pennsylvania, where he has a large and growing trade.

• • •

E. Bunzelman & Son, wholesale and retail leaf dealers, 100 First street, report business as fair. They enjoy a good trade among the East Side manufacturers and are continually expanding their business.

• • •

Samuel Hecht, cigar manufacturer of West Haven, Conn., was in the city on Monday.

• • •

J. Monheimer & Co., 206 Pearl street, the trade printers, are sending out samples of their work, which consist of sample tickets and revenue books.

Rutherford Clear Havana Cigars are sold by successful dealers. There is a Reason.

For Genuine Sawed Cedar Cigar Boxes, go to Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880

P. & S. LOEWENTHAL

Packers of Seed Leaf Tobacco AND Florida Sumatra

No. 138 Water Street, NEW YORK

BUNKER HILL DAY IN BOSTON.

Therefore a General Shut-Down of Business, but Retail Cigar Men Profited by the Holiday.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, June 17.

There was a noticeable increase of business the past week in the cigar and tobacco trade, due probably to the warm weather we have had the past few days. Today is Bunker Hill Day; it is a legal holiday here and all the business houses will be closed. Our popular resort, Revere Beach, which is considered Boston's Coney Island, did a very profitable business today, the weather being real warm.

There is no change in the tobacco strippers' strike in the large local factories. The Waitt & Bond factory is the only one of the seven large factories to give in and the cigarmakers have shut down in the other six factories. It is expected that these other factories will soon give in to the new demands of the strippers' union, but it may take several weeks before the owners decide on doing so.

The Retail Drug Dealers' convention is being held this week at Magnolia, the popular aristocratic summer resort. Druggists from all over the State are in attendance, and I understand that the National Cigar Stands Co.'s proposition is being discussed.

Nat Morris (Turco American Tob. Co.) has returned after an absence of several months, and he reports that the Omega cigarette is selling great since it has been made in cork tip.

Samuel Marcuson (Khedivial Co.) is putting out lots of advertising matter on the Oxford and Samaris cigarette, and in consequence both brands are moving nicely.

Charles Ellis has been down Vermont exploiting the Cortez and Smokecraft cigars.

The White Rolls cigarettes are duplicating nicely and A. Lea, the Boston representative, is well pleased at the progress made so far.

L. A. Stillings, representing the London Cigarette Co., Limited, N. Y., a branch of the trust, reports a good business on their new 25 cent package of Turkish cigarettes called House of Lords. Mr. Stillings has a crew of 20 men under him and they are at present working the principal cities in New England. One piece of advertising matter on the House of Lords cigarette consists of an elegant pocket cardcase, with a package of expensive playing cards therein.

Larus Bros. Co., Inc., makers of the popular Sensible and other brands of smoking and chewing tobaccos, are now celebrating their 30th anniversary, and in consequence have mailed their customers here a circular letter of thanks for their liberal patronage in the past and hoping for a continuance of the same.

George M. Cawthorne, the popular East Boston tobacconist, who for the past few weeks has had charge of the Allen Tobacco Co.'s brands in this market, is making a grand showing on the Telonette and Subway little cigars, and these brands are moving very freely with the wholesalers at present.

The A. T. Co. has a crew of salesmen here selling Navy tobacco to the retailers, and with every 1¼ lbs. purchased are giving them as free goods a package of Dinner Bell, a scrap chewing tobacco.

Many retailers gave to their Turkish Trophy customers Saturday with every package, a small moving picture book representing many up to date ideas.

N. Alfowich, of Alfowich Bros., spent several days down Maine this week, trout fishing. He reports that he caught several gefiltered fish.

S. Weiss, representing Kauffman Bros. & Bondy, was here last week showing a nice line of pipe samples.

Fire Alarm, the new plug tobacco of the United States Tobacco Co., is increasing daily in popularity.

Rosenthal Bros., the Hanover street tobacconists, have just taken on the Gold Bond certificate scheme of the C. E. Barker Mfg. Co., N. Y. Ben Ali.

Constitution Seed and Havana stands for Quality and Workmanship. Remember that.

Birthday Surprise and Greetings.

Members of the Janesville Leaf Tobacco Dealers' Association surprised G. H. Rumrill at his home Friday evening and assisted him in celebrating his fifty-seventh birthday. E. Haskins held Mr. Rumrill at his warehouse till after seven o'clock on the pretension of making a large purchase and when the two reached the Rumrill residence the company of eighteen men had gathered. The surprise was complete.

A sumptuous four-course dinner was served under the direction of Mrs. Rumrill and then fragrant Havanas were lighted. Music was furnished with a phonograph and witty stories told. With a few pleasing words Stewart B. Heddles presented Mr. Rumrill with a handsome gold headed cane, bearing a monogram and the following: "From the Janesville Leaf Dealers, June 7, 1907." The recipient rose to the occasion with a few bright remarks of appreciation. Those present were L. B. Carle, S. B. Heddles, Sanford Soverhill, E. M. Calkins, A. L. Fisher, W. B. Conrad, S. Grundy, E. Haskins, R. L. Erler, E. C. Fisher, W. S. Jones, M. F. Green, George M. McKey, A. Magee, G. H. Rumrill, P. L. Munger and John M. Lundh.—Janesville (Wis.) Gazette.

Mr. Rumrill is not only one of the most successful tobacco dealers in the State but is entirely a self-made man.

From a farmer boy who began life a grower of tobacco, by the force of his own efforts through strict adherance to honesty and correct business principles, he has built up a trade second to but few in the State.—Edgerton Reporter.

—John Conlon has opened a cigar store at 444 North Second street, Allentown, Pa.

A. COHN & CO.

IMPORTERS OF

Havana and Sumatra

PACKERS OF

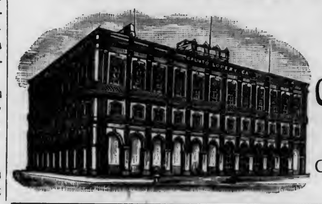
Seed Leaf Tobacco

and

Growers of Georgia Sumatra

142 Water Street, New York

EDEN CIGAR FACTORY



of

BANCES & LOPEZ

HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

ENOS SMITH EDMUND H. SMITH

Hinsdale Smith & Co.

Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF Tobacco

125 Maiden Lane

ESTABLISHED 1840 NEW YORK CABLE: "NARGIL".

ARE YOU SEEING THE TRADE

WELL ?

MADISON SQUARE GARDEN

SEPT 2 TO 14 1907

TOBACCO SHOW

ASK ANYBODY · · THAT'S ALL

APPLICATION FOR SPACE TO EXHIBIT SHOULD BE MADE TO TOBACCO TRADES EXPOSITION CO W.B.TURK, PRESIDENT FLATIRON BLDG NEW YORK.

We believe in Honesty, Good Workmanship, at fair prices to all. Correspondence Solicited

THE OLD HONESTY CIGAR BOX CO., C. W. Bucks, Gen. Mgr.
Rear 634 Washington Street, Reading, Pa.

The Miami Valley Leaf Tobacco Co.
ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN
Packers of Cigar Leaf Tobacco
1903-4-5 Zimmer Spanish, 1905 Gebhardt, 1905 Dutch, 1905 Connecticut, etc.

PHILADELPHIA LEAF MARKET

In domestic leaf tobacco the local market has been rather unusually quiet during the past week. That is to say, the business done was of such a nature that no particular notice was attracted, sales having been confined largely to local jobbing houses and consisting of small lots. Here, as elsewhere, there is now much speculation as regards the crop this season. If, as is reported from some of the growing sections, the crop turns out to be very short, or, even more unfortunately it happens to be of poor quality, stocks in packers' and dealers' hands are likely to make further advances, while if we have good weather and the crop should escape the damages to which it is so susceptible, and we have another good yield, the conditions might ease a little.

To say the least, much interest is now centered on the prospects for this year's crop, and in a few more weeks the conditions will likely have developed to such an extent that the present anxiety will be somewhat relieved by a more definite knowledge of the progress and possibilities of the 1907 tobacco.

Florida-Georgia was about the only type of domestic leaf in which there was any real activity. Transactions in this type of leaf were fairly prominent during the past week.

Sumatra tobacco was actively traded in and transactions in this class of goods appear to be increasing steadily and in larger volume as the season progresses.

There has been very little, if any, change in the Havana market. Stocks are not abundant and dealers appear to feel interested more in supplying their regular trade sufficiently rather than in prospecting for new customers.

BRIGHTER IN LANCASTER.

Out-of-Town Dealers Make Some Purchases. Old Goods Practically Off Farmers' Hands.

Lancaster, Pa., June 17.

There has been some little change in the local leaf market during the past week, and several sales were reported. Purchases were made by out of town leaf houses.

Planting of the new crop continues, but in many instances the plants are so small as to be scarcely noticeable from the roadside when passing along, some of them measuring, perhaps, not more than an inch and a half in length. Even if the weather should improve steadily now, it will require some time before the plants would really show much headway.

The Lancaster County Tobacco Growers' Association held their regular meeting on Monday afternoon in G. A. R. Hall, President B. Ezra Herr in the chair. After the reading of the minutes of the last meeting by Secretary George W. Hibshman, President Herr said that in the matter of an increased appropriation for the association's work a bill had passed both Houses of the Legislature, and was now in the hands of the Governor. When the committee urging the matter appeared before the Appropriations Committee, he said, the committee felt proud to be there and show what results they had already secured with what money had been given. There is no graft connected with this money; the officers are not paid, but do the work for the love of it.

Some men, he also said, are complaining about the weather and declare we will not have any tobacco this year. This, he facetiously said, could better be thought of next winter, because there is no danger of no tobacco. Nine-tenths of the tobacco planted, he said, is planted in June, and we, this year, should not be too pessimistic.

President Herr then asked what would be the acreage of tobacco this year. One member replied that he thought there would be the same principally because there was a scarcity of labor. He further said that he believed that not more than a third had been planted. In the eastern end it will be impossible to have the same acreage, a plant grower said, because the plants are too scarce. Farmers, he said, are waiting for plants to become cheaper but they will be disappointed because they are too scarce. About one-third of the acreage in that section has been planted. Orders for over a quarter million plants were turned down last week, he said. The price of plants ranges from $1 to $2 per thousand.

The members all agreed that the scarcity of plants may affect the acreage.

It was said by one member that if the land was plowed in the fall and rye sowed, and then again plowed down in the spring, there will be no cutworms.

Two weeks was agreed upon as being about the length of time the season was back.

It was generally conceded that last year's crop had all been sold and was now out of the hands of the growers. President Herr said that tobacco is no cheaper now than it had been. Pennsylvania leaf, he said, was now selling two cents higher than earlier in the season.

There was still some little buying going on during the past week, but there is comparatively little tobacco remaining in the farmers' hands.

Moderate conditions prevail among cigar manufacturers, but the quiet yet steady, business they are doing is what makes up a good, round number in output when the returns for the month have been ascertained.

J. W. Brenneman and J. K. Leaman, both local packers, left last week on a ten days business trip through the West.

John Slater & Co., of this city, have experienced quite a revival in trade of late, and the demand for stogie products has shown a wholesome increase. The factory is employing all the skilled hands available to get goods out promptly.

The old and well known cigar manufacturing firm of A. W. Mentzer & Co., at Ephrata, is having a more than ordinarily good demand for its product at present. Their line includes seed and Havana and high grade nickel goods.

The Doctor Cigar, made by Walter S. Bare, at Lititz, is among the uniquely successful brands made in this country. Its sale has increased during the past year many fold, not only in numerous duplicate orders, but in orders for greatly increased quantities.

The several factories of John G. Root, at Reamstown, are all busy at present, and in fact more skilled cigarmakers could find employment at one or another of their factories.

Morgan & Co., manufacturers of union made cigars, at Terre Hill, are enjoying an excellent trade on their product, particularly in Western trade.

The M. Kinports Cigar Mfg., Co., of Manheim, is confining all its energy to promoting its old established brands, prominent among which is the American Duchess, in the 5 cent line, and as a result of their continued energy the sales are growing at a steady rate.

H. D. Frey, near Lititz, is packing several hundred cases of some very fine Pennsylvania leaf, secured among the fertile farming lands near his place. He proposes to offer the packing in bulk when it is ready for the market.

TOBACCO A NECESSITY

Supply Granted to Canal Laborers by Comptroller.

Washington, D C., June 15.

Robert J. Tracewell, Comptroller of the Treasury, has ruled that tobacco to be supplied to the laborers held in quarantine was a proper and lawful charge against the Government under the authority to purchase supplies. The amount involved was only $15.50. It had been expended under direction of the Sanitary Department of the Panama Canal Commission for tobacco supplied to laborers who had been held at Colon in quarantine and had mutinied because they were deprived of the weed.

"Tobacco has long since been recognized as a necessity and not a luxury among laboring men—I mean common laborers employed on public works—and especially with this class when in confinement," says the comptroller. "A person in quarantine is practically in confinement. All penitentiaries and other similar institutions have recognized this fact. Even insane asylums issue tobacco to certain patients. Tobacco used under the circumstances under which the tobacco in question was purchased and issued is not a gratuity any more than the purchase and issuance of coffee would be."

—John Laschenski and Charles Summers, formerly employed by J. A. Dohner, cigar manufacturer at Beatrice, Neb., have opened a factory on their own responsibility in the same town.

Rutherford, Constitution, Hunter—a strong trio.
El Draco Cigar Mfg. Co., Philada.

WILL SLAUGHTER CIGARETTES

Dealers Preparing to Quit Cigarette Selling July 1, 1907.

Chicago, Ill., June 18.

Now is the time to buy cigarettes. They are cheap and can be had.

Many cigarette dealers downtown said yesterday that they would not have cigarettes on sale after July 1.

You can buy cigarettes now for $1.80 that ordinarily cost $2.50 a hundred. Cigarettes that cost $2.00 a hundred in happier times can be bought for $1.75. Other brands have been cut proportionately to about cost.

When cigarettes are not being sold at cost they are being offered in connection with valuable premiums. A certain Madison street dealer gives a copper and brass cigarette box nicely ornamented, with every 200 lot. In other stores cigarette boxes of cheap pattern are being given with cigarettes. In every department store cigarettes can be had at cost.

None of the dealers are ordering cigarettes from the jobbers except in limited quantities.

"We are buying just enough to supply our customers," said a tobacconist in the Tribune Building. Across the street in the Hartford Building the dealer said he had $3,000 worth of cigarettes on hand and was anxious about the new law.

Many dealers will be just as well satisfied, they say, to go out of the cigarette business. They maintain there is little or no profit in them—exceedingly little compared with the profit on cigars.

The United Cigar Stores, however, are planning to sell cigarettes after July 1, despite Miss Gaston and her legislation.

SPECIAL NOTICES.

(12½ cents per line, 8-point measure)

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EDWIN L. KOPPELMAN CO.
7-6-1h 81 Pine St., New York.

FOR SALE.—On account of other interests, manufacturer will sell his Stogie Manufacturing Business of $30,000 to $40,000 per year; established 20 years. Equipment, trade marks, labels, etc., offered in their entirety, or present proprietor will take entire output, and continue to market the goods. A good chance for an energetic business man. Address Success, care of The Tobacco World, Philadelphia. 4-17tf

STERNFELD & LEUSCH
No. 36 LaSalle Street, CHICAGO
Agents for Union and Non-Union Cigar Factories. Correspondence with Manufacturers invited. 6-5lh

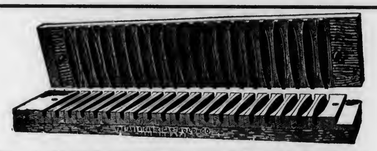
WE PURCHASE Cigar Molds—undesirable shapes—such as No. 16,261, No. 8,832, No. 8,569. Write us, stating what you have and the quantity. Winget Mfg. Co., York, Pa. 12-12tf

WANTED—By a prominent Chicago broker, a line of Union cigars to sell to big jobbing trade at $20 and upwards. Only large and reliable manufacturers need apply. Address Box 15, care of Tobacco World, Phila. 5-29r.

CIGAR RIBBONS
Manufacturers of
Bindings, Galloons,
Taffetas, Satin and Gros Grain
Largest Assortment of Plain and Fancy Ribbons
Write for Sample Card and Price List to Department W
WM. WICKE RIBBON CO.
36 East Twenty-Second St., NEW YORK

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

Joe Endress, Jr. A. C. Kercher
Pioneer Leaf Tobacco Co.
Germantown, Ohio
Packers of CIGAR LEAF TOBACCO



SAVE AGENT'S COMMISSION
Why should the Cigar Manufacturer pay Agent's Commission? We furnish All Shapes of the Best Grade Cigar Mold, direct to Manufacturer and will duplicate exactly any shape you are now using.
Send for our Catalogue of 1,500 Shapes
The American Cigar Mold Co., Cincinnati, O.

FARNHAM & REYNOLDS
Home Office: ADDISON, N. Y.
Packers of Finest Big Flats and Onondaga Cigar Leaf Tobacco
Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn.
CONNECTICUT HAVANA SEED

SIGNS! SIGNS! SIGNS! SIGNS! SIGNS!
SIGNS
CLOTH, ROPE FIBER and CARDBOARD SIGNS and PAPER POSTERS, In Weatherproof Colors.
TRY OUR FOLDED EDGE SIGNS. Write for Prices and Samples.
THE MASSILLON SIGN & POSTER CO. MASSILLON, O
SIGNS! SIGNS! SIGNS! SIGNS! SIGNS!

Walter B. Hostetter & Co.
Packers and Dealers in
Leaf Tobacco
We make SCRAP FILLER for Cigar Manufacturers
WRITE FOR OUR PRICES AND SAMPLES
Rear of 144 W. Market St., on W. Mason Ave.
YORK, PENNA.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

IN AND AROUND YORK.

New Cigar Co. Ready to Begin Operations. Trade Notes.

York, Pa., June 17.

Improvements are being made at the building on South Cherry avenue, formerly occupied by the Holtzman Manufacturing Co., for the Manhattan Island Cigar Company, which will start a cigar factory there Monday next. This company had a factory in New York city but it burned out, and as help is scarce there the company came to York. Only union men will be employed, and the proprietors, William Kander and Max Silverthan, expect to start with 50 men.

E. A. Wallick, of this city, who has been for several years past a general traveling representative of the Maryland Lithographic Co., of Baltimore, making cigar labels a specialty, has severed his connection with that house, to join the selling forces of Haywood, Strasser & Voight, lithographers, of New York. Mr. Wallick will open an office and salesroom in this city from which a considerable stock of goods will be supplied direct to the trade. He is one of the most popular traveling men covering this territory and his friends are legion.

H. F. Kohler, the well known Nashville cigar manufacturer, who was a candidate at the June primaries for Register of Wills, was beaten by only 84 votes. Although just enough to defeat him, the vote polled shows how extremely popular he is throughout the county, for it must be remembered that it was due to the large votes in the cities that he did not make the goal, and he will continue to turn out the Happy Jim cigars with the same spirit of enthusiastic effect as of yore.

A. F. Fix & Co., of Dallastown, have purchased the cigar factory outfit of S. S. Flinchbough, of York, and have already commenced operations. The factory will be conducted in addition to the main factory at Dallastown and the one at Felton. There are now three factories operated by the firm.

Clara Sechrist, daughter of Emanuel S. Sechrist, cigar manufacturer at Dallastown, is lying quite ill at her father's home, suffering from an attack of pneumonia.

John F. Reichard, of Craley, recently returned from a trip to Ohio, where he purchased considerable quantities of tobacco, much of which he has already sold to some of his many customers throughout the county.

W. A. Lahr, of Red Lion, is steadily increasing his output of cigars by making additions to his forces of cigarmakers at various places.

BUSY AS USUAL IN READING.

Output Fully Equals that of 1906. Few Business Changes.

Reading, Pa., June 15.

If there is any noticeable change in conditions among the cigar manufacturers it has not become apparent to members of the trade here Trade is fully up to last year and in some instances has surpassed that year's figures nicely.

There have been a few local changes, but none of special importance to the trade.

William F. Wertman, cigar manufacturer at Strausstown, filed a closing inventory with Deputy Revenue Collector Frederick W. Cranston. Mr. Wertman will engage in farming.

The new cigar factory, at Fritztown, under the supervision of H. H. Gring, is kept very busy. Twenty more hands could find employment there. Mr. Turner, the proprietor of the factory, would like to turn out 10,000 to 12,000 cigars a day.

Wren & Koons, cigar box manufacturers, at Boyertown, had shut down for a short time in order to install their new boiler and stack. They lately installed a new Babcock cylinder printing press, and now are thoroughly equipped to execute orders even more promptly than heretofore.

The cigar manufacturing business of the Powell-Witter-Leninger Co. is to be transferred from Reading to the factory of John H. Witter, at Schaefferstown.

M. C. Bleiler, representing the National Selling Company, of Allentown, was a recent visitor in the vicinity of Reading, Pottsville, etc.

George B. Brendle, of Sinking Spring, has filed a bond for opening a cigar factory at that place.

Miami Valley Prospects.

Dayton, O., June 14.

Tobacco growers in the tobacco section of Darke and neighboring counties are discouraged by the outlook for a crop. Usually at this time of the year the planting is all done, but so far it has scarcely been commenced, and it has been impossible to prepare the ground. The tobacco crop of Darke county last year yielded from $150 to $250 per acre.

Unfavorable in New England.

Westfield, Mass., June 15.

Tobacco growers throughout the Connecticut Valley are experiencing one of the latest seasons in the history of the industry, and much trouble with the development of their crop because of the inclement weather. The usual acreage will probably be raised, but the crop is expected to be of an inferior quality.

Chicago Gets Goshen Factory.

Goshen, Ind., June 14.

Sol Meyer has decided to close his cigar factory and store in Goshen and move to Chicago He hopes to move about September 1. He will not immediately embark in business. He thinks that eighteen years of continual work entitles a man to a short rest at least.

Robards Get Big Verdict.

Henderson, Ky., June 14.

The Robards Tobacco Company secured judgment against the Aetna Fire Insurance Company for $50,000 on the plant of the company which was burned several years ago. It was claimed by the defendant company that the policy had been sent in for cancellation at the time of the fire. The Robards people proved that it was sent in for revision of rates.

Leaf Tobacco Markets

BALDWINSVILLE, N. Y.

The plant beds are still backward although the warmer weather of the last few days has made a great improvement. Herbert Poole, of Van Buren, finished transplanting Wednesday, being the first grower in this section to transplant.

South Granby.—Plants are small and are fully two weeks behind last season, and the indications look now as if there would not be much tobacco set this month.—Gazette.

CONNECTICUT VALLEY.

Well, it would have done anyone good on Saturday, the 8th, to have seen the tobacco setters with loads of water and boxes of plants following the setters to the fields, and the observer would have said with me: "The backbone of winter is broken, spring has certainly come, and the number of acres to be set will be considerably lessened before the sun goes down tonight."

Our correspondents write:

Bradstreet, Mass.: "There is not much change in the tobacco setting line. The oft-repeated inquiry is "Have you plants to sell?" Tobacco setting will be very late at the best; quite a number had not set a plant by the first of this week."

North Hadley, Mass.: "Not much tobacco has been transplanted yet. Plants grow very slowly, owing to cold weather. The prospect is that plants will be very scarce."

Montague, Mass.: "There are about a dozen acres of tobacco growing in town. A. M. Lyman has two acres set. Others are ready to set when the ground gets dry enough."

North Hatfield, Mass.: "Setting is well under way this week. C. H. and F. A. Crafts will finish setting today eleven acres; some of the others are one-half through and some are still waiting for their plants to grow. E. H. Field has eighteen acres set and calculated to begin setting the twelfth."

East Whately, Mass.: "Many are setting tobacco here now, but the beds are backward and as yet there is no letup to the cold weather. L. A. Crafts has sold more Bemis transplanters this year than ever, and there are a number of new barns going up. Fred L. Graves sold his last year's tobacco at about 23 cents.

EDGERTON, WIS.

Another week of disappointing weather, mostly of rains and very little sunshine, has not tended to improve the prospects of the coming tobacco crop as was hoped for. The soil has become so completely water soaked that but little work could be accomplished toward preparing the fields. The plant beds are making some progress, it is true, but not coming forward as they would under warmer temperature and plenty of sunshine. There is a percentage of growers who will start their transplanting the coming week, however, which is not far behind the usual time of planting the crop. But the average grower finds his plants so much belated that the bulk of the crop can scarcely be pitched in the fields this month even under favorable weather conditions.

The cured leaf markets are barren of all news of importance either in Eastern centers or among local dealers. G. H. Rumrill, of Janesville, picked up a car of bundled leaf here this week.

Shipments 600 cases.—Reporter.

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TOBACCO BREEDING.

By A. D. Shamel and W. W. Coby, Bureau of Plant Industry, U. S. Dept. of Agriculture.

(Continued from last week)

On account of the large quantity of seed produced by a single plant under normal conditions and the fact that the various characters of a tobacco plant are in erited so strikingly and uniformly by its progeny the following year when the seed is saved under bag, protected from cross-fertilization, it is possible for the tobacco grower to secure uniformity with considerable degree of improvement in type, quality, and yield by one year's selection. One plant often furnishes enough seed for an entire crop, and the plants raised from this seed always produce a very uniform lot of tobacco when cross-fertilization is not allowed to take place.

THE NECESSITY FOR INBREEDING.

In the season of 1903 the writers, in company with Dr. H. J. Webber, visited the tobacco fields of the Connecticut Valley in response to a request of the growers for assistance in the production of uniform strains of tobacco by breeding and seed selection. During the survey of this region with a view to gaining an idea of the variability of the varieties of tobacco, it was determined to inaugurate a series of experiments in a practical way for the investigation of the methods of saving seed.

In view of the results of the investigations of Darwin and others on the comparative vigor of growth, seed production, and other characters of tobacco plants raised from seed obtained by cross and by self fertilization the seed of select plants of the different types of tobacco was protected from cross-fertilization by inclosing the flower heads with a light but strong form of paper bag. Other seed plants were saved without such protection, as is ordinarily done by the tobacco growers.

The seed harvested from these seed plants was saved separately, stored in small glass vials adapted to this purpose, and labeled according to the system now in use by the breeders in the plant breeding investigations of the United States Department of Agriculture. The record of the number of leaves, size, thickness, shape, and color of leaves, number of suckers, height of plant, habit of growth of leaves and plants, time of maturity of leaves and seed, and other characters was kept according to the system used by Doctor Webber, modified by the writers for use in keeping a pedigree of tobacco varieties.

The seed of the plants finally selected for experimental purposes was sown in ordinary seed beds, separated into many small sections by thin board partitions, each of which was capable of holding 500 seedlings. The seedlings from these separate seed bed plants were transplanted to separate rows or plats in the experimental field, each row or plat being carefully labeled so that the plants could be traced directly back to the original seed plants. The manuring, or fertilization, and preparation of the soil in the experimental field and the transplanting, cultivation, and harvesting of the plants were all conducted with the greatest possible care to give all of the rows or plants equal opportunity for growth. For instance, the seed of all of the plants of a variety was sown the same day, and at the proper time the seedlings of this variety were all transplanted the same day. At the time of harvest the leaves of the individual rows or plats were primed or the plants cut on the same day, and the leaves or plants were hung in the curing shed so as to get as nearly uniform conditions for curing as were consistent with the practical handling of the crop. The leaves of plants selected for seed were harvested separately and labeled so that the product of each plant could be intelligently used in comparative tests of the cured and fermented crop. This labeling process involved considerable extra work and attention in the field, curing sheds, and warehouses, but was absolutely necessary for a definite selection of seed plants for the next season's use, based on the character of the fermented tobacco. The rows or plats of plants grown from seed of individual plants saved under bag, i. e., self-fertilized seed, showed remarkable uniformity in type, size, shape, and appearance of leaves, habit of growth, and all other characters, and conformed closely to the type of the parent plants from which the seed was saved,. The continued saving of self-fertilized seed for three seasons has furnished no evidence of a decrease in the rate of growth or constitutional vigor of tobacco plants as a result of this practice. On the other hand, by reason of the selection of the best plants in the different varieties every season there has been a marked increase in the productiveness and the general vigor of constitution of the varieties under consideration.

Self-fertilization is the closest possible degree of inbreeding, and it is the general impression that this practice is usually associated with a loss of vigor of growth, with a predisposition to disease, and other undesirable results. In tobacco, so far as our experience goes, this does not happen, and the exact opposite of this condition obtains, viz, that inbreeding is beneficial to the general development of the variety.

It is unfortunate that it is impossible to present tabular data at the present time showing the behaviour of plants raised from artificially cross-fertilized seed within the variety in comparison with plants raised from self-fertilized seed. The principal object of this work has been the achievement of practical results, so that the opportunity for scientific observations and experiments has been necessarily limited. However, the writers have had the privilege of making careful observations on the results of saving seed from plants grown under large field tents and comparing the plants raised from such seed with

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the plants raised from self-fertilized seed. Under these tents there is little opportunity for cross-fertilization with other varieties, except through the small doors opening into these tents, which are kept closed all of the time when persons or teams are not actually passing through them, so that there is little likelihood of bees or other insects passing in and out. The probability is that the cross-fertilization that takes place is wholly between the plants saved for seed in these tents or with other plants under these shades that are in bloom at the proper time for cross-pollination.

(Continued next week.)

THE TOBACCO THRIPS

By W. A. Hooker, Bureau of Entomology, U. S. Dept. of Agriculture.

(Continued from last week)

Whale oil soap.—This was used in the proportion of 1 pound of soap to 6 gallons of water. When examined shortly after spraying the thrips were seemingly as lively as ever. A strength of 1 pound to 5 gallons killed about 50 per cent. of the thrips, but seemed to burn the leaf slightly.

Glucose and molasses.—It was thought that possibly the thrips might be caught or prevented from working on the leaf by means of a sticky spray. A proportion of 1 quart of glucose to 6 quarts of water was tried. While a few thrips were caught and killed by the spray, others had escaped and were found, after the water had evaporated, walking about over the leaf without trouble. Molasses, also, was tried, but found to be even less effective than the glucose.

Dusting with lime or other powders seems to be of little value, as the thrips are found making their way about through the dust without trouble. Lime also has the disadvantage that it is not entirely washed off by rains.

Arsenicals were tried, but, as expected, seem to be of little value when used for the thrips.

Kerosene emulsion.—Since this is our strongest contact poison it was thought from the first that if it could be used in sufficient strength to kill the thrips without injury to the tobacco leaf, it would furnish a satisfactory remedy. Experiments were made with the following formula for the stock solution:

Kerosene	2 gallons.
Hard soap	½ pound.
Water	1 gallon.

A strength of 1 part of stock solution to 10 parts of water proved quite satisfactory in killing the thrips. This spray was found to burn the leaves when used in the sun, but further experiments have demonstrated that it can be used on a cloudy day or late in the evening without danger of injury.

THE BEST TREATMENT.

Of the many insecticides used, kerosene emulsion has been found to be the most satisfactory remedy for the tobacco thrips. Tobacco decoction in a concentrated strength seems to be effective, but, because of the amount of material necessary and the labor involved in its preparation, its use is less satisfactory. Rose-leaf insecticide, while effective in concentrated strengths, is impractical because of its greater expense as compared with the emulsion. The advantages of kerosene emulsion are its destructive power against the insects and its low cost when compared with other possible remedies. Its one disadvantage lies in the fact that it can not be applied while the sun is shining. This has been overcome by night applications, as herein described.

It was suggested that the kerosene might affect the aroma of the cigar. Cigars wrapped with sprayed tobacco, however, fail to give evidence of any such effect. Very particular attention was paid to this point, but no traces whatever of the kerosene in either the leaf or the cigar could be detected.

HOW TO MAKE KEROSENE EMULSION.

The formula heretofore given, namely, 2 gallons of kerosene, 1 gallon

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water, and one-half pound of soap, is followed when hard soap is used. The soap should be cut into fine shavings and dissolved in the gallon of boiling water. The water should then be added to the kerosene while still hot and churned by means of a force pump, pumping it back into the same vessel for ten minutes. When thoroughly emulsified it has a creamy appearance and upon cooling becomes much thicker.

A certain naphtha soft soap is now manufactured that will dissolve readily and by the use of which the emulsion can be made without heat. When this soap is used, a pint will replace the hard soap in the formula. This naphtha soap has the advantage that it can be made up at short notice and at any place needed. In lots of 100 pounds it can be obtained at 3½ cents per pound. Whale-oil soap has been used to replace hard soap in the formula, but seems to have very little advantage over hard soap.

When making the emulsion, care should be taken that it is completely emulsified. Each particle of the kerosene must be surrounded by a film of soap and unless this be brought about by thorough churning with the force pump the kerosene, being free, will not mix with the water, but will rise to the surface and, as the sprayer becomes nearly empty, will be forced out in the spray and burn the foliage.

WHEN TO APPLY THE EMULSION.

The emulsion should be applied first when the plants are in the seed bed. A number of applications will be advisable in order that the hibernated thrips may be killed and not carried to the field on the plants when set out. Spraying in the field should be commenced as soon as the plants are transplanted. Two applications a week, when possible, seem advisable. By starting when the plants are in the seed bed and spraying regularly, it seems probable that the pest can be almost entirely checked.

In combating the budworm of tobacco it is necessary to apply Paris green in the leaf bud (1 tablespoonful to a peck of corn meal) two or three times weekly to prevent serious injury. The moisture furnished by the kerosene spray, when it comes in contact with the Paris green, has a tendency to slightly burn the bud, and care should be taken not to spray into the bud more than is necessary. As the plants get larger this can be easily prevented. It will be found well to apply the Paris green and meal on the morning following the spraying, when possible.

HOW TO USE THE EMULSION.

After experimenting with different strengths it was found that 1 part of the stock emulsion to 10 parts of water is effective. The emulsion may be handily diluted to the required strength in large quantities, in barrels or casks set near the rows to be sprayed. If left standing for longer than two days, the kerosene separates from the soap, and therefore should not be diluted until the day it is to be applied or day before. The tobacco has been sprayed with emulsion during the day until it was 6 inches high, without burning.

Even if burning does occur in this early stage it is not objectionable, as the leaves drop from the stalk before priming commences.

The emulsion is best applied by means of a knapsack sprayer. While the plants are small the insecticide can be properly applied by spraying one row at a time, but as the plants get larger it has been found best to spray a row twice, going down on one side and back on the other. It has been found that spraying can be commenced shortly after 5 o'clock in the evening, except it be a very bright, hot day, when it will be necessary to wait until a little later. On large plantations this gives insufficient time during daylight, and spraying after dark becomes necessary. In so spraying after dark the use of two hands to a row, one on each side, preceded by a boy with a lantern or a torch, is a very satisfactory and economical method of application. Care should be taken that the spray is distributed over all the leaves, as it must come in contact with the thrips when sprayed, in order to be effective.

(Concluded next week)

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Embargo on Turkish Seed.

Consul E. L. Harris, of Smyrna, reports that by a recent decision of the Council of Ministers of the Ottoman Empire the exportation of tobacco seed has been entirely prohibited from all parts of Turkey, for the following reason:

"This measure has been taken with a view to protect the tobacco trade of Turkey, which in recent years has suffered considerably from the competition of South African qualities of tobacco grown from Turkish tobacco seed. I am informed on good authority that from natural causes tobacco grown in other parts of the world from Turkish tobacco seed will only produce one crop of tobacco having the fragrance of the original stock and that the seed of crops grown abroad will only produce a very inferior tobacco. Up to the present it has been the custom for planters outside Turkey to purchase fresh seed every year for their plantations, chiefly from the regions around Cavalla, in Macedonia, and ancient Ephesus, in Asia Minor, which produce the finest flavored Turkish tobaccos."

Business Changes, Fires, etc.

California.

Venice.—Whitney Cigar Co. (not inc.), transferred assets.

Florida.

Jacksonville.—Guy Secord, pool and cigars, bill of sale, $1,000.

Illinois.

Peoria.—W. H. Swygard, cigars, sold out.

Indiana.

Crawfordsville.—James F. Stephenson, cigars, cancelled chattel mortgage, $1,200.

Indianapolis.—David Riebel wholesale and retail cigars, discontinued.

Iowa.

Dubuque.—L. J. Taylor, cigars, discontinued.

Massachusetts.

Taunton.—Peter Argeros, cigars, chattel mortgage. $115.

Michigan.

Hudson.—Briggs & Hairan, cigars, dissolved.

New York.

City of New York.—L. Levy & Son, cigar manufacturers, asking extension.———Louis Sisselman, cigars, sold out.———Theodore Wolf, leaf tobacco, dead.

Mineola.—William W. Titus, cigars, sold out.

Ohio.

Findlay.—C. C. McIntosh, cigars, etc., discontinued.

Germantown.—Pioneer Leaf Tobacco Co. (not inc.), real estate mortgage, $3,000.

Oregon.

Astoria.—K. A. Jurva, cigars, etc., real estate mortgage, $1,560.

Pennsylvania.

New Castle.—Charles L. Brown, billiards and cigars, out of business.

Scranton.—Edwin C. and Myron Dean, cigars, etc., real estate, $2 300.

Taylor.—Charles C. Deckelrick, cigar manufacturer, judgment, $500 against Charles C. and Anna.

South Dakota.

Deadwood.—Sullivan & Adkins, Cigar Co., succeeded by John Stannum.

Washington.

Seattle.—H. F. Steneer, cigars and confectionery, burned out.

Spokane.—A. G. Benson, cigars, fruit, etc., deed, $3,000.

PATENTS RELATING TO TOBACCO, Etc.

856,201 Cigar bunching and wrapping machine; John A. Bach, Philadelphia, Pa.

856,481 Device for preventing the fraudulent refilling of cigar boxes; Thomas M. Losie, Jr., Elmira, N. Y.

856 362 Cigar holding attachment; Wilbur C. Oliver, Bath, Me.

856,823 Pasting apparatus for cigarette machines, George Tickner, Jr., London, Eng.

38,613 Design—Combined match holder, ash tray, and bell; George C. Lynch, New York City.

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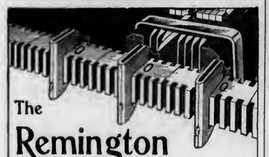

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Cigar and Tobacco Flavors, Sweeteners, etc.

Write for Free Samples and Particulars

Guaranteed to be the Strongest and Best

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CIGAR BOXES
YORK, PENN'A.

LABELS
"Cigar Ribbons Silk, Imitation & Mushinola Ribbon"
CORRESPONDENCE SOLICITED
KEYSTONE VARIETY WORKS HANOVER, PA.
ESTABLISHED 1890
GIVE US A TRIAL. WE WANT YOUR OPINION
Printed or Stamped in Gold or Silver
BANDS
STOCK CARDS

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H. W. HEFFENER
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Steam Cigar Box Manufacturer
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Special Attention to GOLD LEAF EMBOSSING HIGH GRADE Work
Factories:
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INLAND CITY CIGAR BOX CO.
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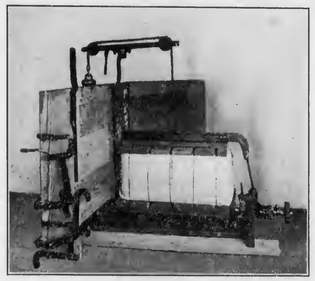

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Presses
FOR LEAF TOBACCO PACKERS

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Regular Weekly Sales Every Thursday
Cigars, Tobacco, Smokers' Articles
Special Sales of Leaf Tobacco
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Is Guaranteed to be the Most Powerful and Lasting Havana Cigar Flavor ever produced. We Sell It.
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JOBBER and DEALER in PRODUCTS of
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IT WILL PAY YOU to GET MY PRICES before ordering goods elsewhere.

Brilliant as Diamonds
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Good as Government Bonds
Are the CIGARS of the following Registered Brands
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"S. B." Half Havana . . . . . 5c.
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"Honest Bee" . . . . . 3c.
"2--I--No" Mildest Cigar Made 2 for 5c.
Special Brands Made to Order
Stauffer Bros. Mfg. Co., New Holland, Pa.
Send Your Cigar Buyer Here We Will Save You Money

For Sale by All Dealers
VIRGINIA — PERIQUE

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The AMERICAN TOBACCO CO., NEW YORK

E. A. CÁLVES & CO. ....IMPORTERS of <C> HAVANA, 123 North Third Street PHILADELPHIA

THE TOBACCO WORLD

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IMPORTERS OF
Sumatra and Havana Tobaccos
No. 11 East Lombard Street
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We have on hand desirable marks in Old and New Sumatras, also a full line of Havana Tobaccos
ORDERS FOR SAMPLES WILL RECEIVE PROMPT ATTENTION

"AS GOOD AS THE NAME"
E. REGENSBURG & SONS
THE AMERICAN

TRADE MARK. REGISTERED
HAVANA CIGARS
NONE GENUINE UNLESS BEARING THIS BAND WITH OUR TRADE MARK IN COLORS
BEWARE OF IMITATIONS.
ON SALE EVERYWHERE

Constant Growth
signifies
Constant Merit!
Cigars that hold the confidence of their smokers pay dealers best.
DIAMOND JOE CIGAR FACTORY brands stand pre-eminently in a class of their own
H. FENDRICH
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Manufacturers of CIGARS & Dealers in LEAF TOBACCO,
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THE TOBACCO WORLD

Established in 1881. Vol. XXVII., No. 26. | PHILADELPHIA and NEW YORK, JUNE 26, 1907. | One Dollar per Annum. Payable in Advance.

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Importers & Packers
OF
LEAF TOBACCO
310 Race Street Philadelphia

UNITED STATES TOBACCO CO.
. . . MANUFACTURERS OF . . .
CENTRAL UNION . Cut Plug
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HUNT CLUB . . . Cube Pipe Tobacco
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UNION MADE GOODS INDEPENDENT FACTORY
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New Crop
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Samples gladly submitted on application
3,200 Bales Purchased Up to Date
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Growers and Packers of
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Write for Samples
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CORRESPONDENCE SOLICITED PHILADELPHIA

EISENLOHR'S CINCO CIGARS
Philadelphia

Clean as the Food You Eat
Vesper CIGAR 5¢
LORD LANCASTER, 10c.
Oblinger Bros. & Co.
Manufacturers
615 Market St., Philada.
NICKELBY, 5c.

CHALLENGES COMPARISON
White Knight
5-cent Cigar
Made by
Morris D. Neumann & Co.
PHILADELPHIA, PA.

"As good as the best; Better than the rest."
5-cent La Volga Cigar
Bernard Walder, Maker, Philadelphia
Fifteenth and McKean Streets

SUPERIOR Quality and Workmanship
Vicente Portuondo CIGAR MF'G CO. PHILADELPHIA Cigars
Factory No. 968, First District Penna.

Factory 1839. First District Penna.

W. K. Gresh & Sons, Makers, Norristown, Pa.

Guaranteed Strictly Hand Made
Imported Sumatra Wrapper Long Havana Filler

HENRY HEYMANN'S SONS, INC.
MAKERS
Sinking Spring, Pa.

YOU CAN BUY
WEAVER'S ORIGINAL
HAVANA SHORTS
AT
All Jobbing Houses

Parmenter Wax-Lined
Coupon Cigar Pockets
Afford PERFECT PROTECTION AGAINST MOISTURE, HEAT and BREAKAGE.
Indorsed by all Smokers, and are the MOST EFFECTIVE Advertising Medium known.
Racine Paper Goods Co., Racine, Wis., U.S.A.
Sole Owners and Manufacturers

THE TOBACCO WORLD

Vol. XXVII., No. 26 PHILADELPHIA, JUNE 26, 1907 One Dollar the Year

SALE OF EQUITY TOBACCO.

It was Mostly of Low Grade, But High Prices Were Realized.

Louisville, Ky., June 20.

A pretty large sale of Green River tobacco of the 1905 crop has been made by the Louisville Warehouse Company.

About 500 hogsheads were sold at prices ranging from $6.75 to $12 a hundred. The name of the purchaser has not been given out.

Most of the tobacco sold was trash. A considerable number of hogsheads, however, was leaf and lugs pooled at Whitesville, Lewisport, Hawesville and Hartford. On all grades sold the prices realized were in excess of those fixed by the society. The leaf was sold for $12, which is an advance of $2 over the fixed price. About one-third of the trash was sold for $7.25 and the remainder for about $6.75.

Equity men are well pleased with the sale and particularly with the good prices obtained. A leading Equity man said yesterday:

"The price for each class sold was on an average about seventy-five cents on the hundred higher than the price set on it by the executive committee.

This has proven highly gratifying to the committee and has been pointed out as convincing proof of the correctness of our claim that the interests of the growers were being looked after by the committee and also that the Louisville Warehouse Company can be trusted to do the right thing at the right time. The committee has always claimed that this is true."

CIGARETTE LICENSES HELD UP

City Collector Awaits Courts' Action on Anti-Cigarette Law.

Chicago, Ill., June 22.

Thirty thousand dollars worth of applications for cigarette licenses are now being held up by Collector E. J. Magerstadt to await a decision on the new State anti-cigarette statute. Before the law was passed he had issued $30,000 worth of licenses for 1907, but since that time has refused to issue permits, as there would be no way of returning the money to applicants should the law be declared valid, and the sale of cigarettes stopped.

Indian Territory Tries Tobacco Raising.

Ardmore, I. T., June 21.

Several Kentuckians, who have been prospecting and recreating in this city and vicinity the last two weeks, have concluded to embark in the cultivation of tobacco in this locality next season. They say that this region will prove a first class country for the growing of the weed; that the soil and climate are just about right for the successful raising of that particular plant.

—The Louis Klein Cigar Co., of Cleveland, O., has been incorporated with a capital of $100,000.

PROTESTING AGAINST WAREHOUSE REGISTRATION ORDER.

President Cullman's Letter to Commissioner Capers Points Out Many Weaknesses in the Present Ruling.

The decision by the Internal Revenue Department that registration by leaf tobacco dealers at one place is not sufficient to cover the business which may be carried on by the same concerns in one or more other places, and which was handed down by John W. Capers, the new Commissioner, has brought about a renewed vigorous protest on the part of the leaf trade, as voiced by Joseph Cullman, Jr., President of the National Cigar Leaf Tobacco Association, which is herewith published in full, as follows:

New York, June 19, 1907.

Hon. John G. Capers,
Commissioner of Internal Revenue,
Washington, D. C.

Dear Sir:

On behalf of this Association, which includes within its membership the principal packers of domestic cigar leaf tobacco, I have the honor to request a ruling upon a feature of the Bureau's circular of March 6, 1907 (T. D. 1134), regarding so-called branch leaf tobacco warehouses that will harmonize the conflicting views of various collectors and their deputies and that will prevent a threatened construction that would be most disastrous to the interests of the entire trade and ultimately to the tobacco growers themselves. In view of the fact that T. D. 1134 goes into force on and after July 1, next, I would greatly appreciate your early attention to this communication.

I am advised that in the opinion of certain collectors, leaf dealers doing business in New York City, for example, who may pack leaf tobacco in storage warehouses in Wisconsin or some other leaf growing State, must not only register as leaf dealers at least one warehouse in each district in which they pack or store tobacco, but they are debarred from recording the sales made by them at their places of business in New York on their Book 59 kept at New York and must regard all such sales as having been made at the warehouse from which the goods are shipped to the purchaser. Such a construction would involve the keeping of false records, which I am confident the Bureau does not contemplate, and in addition would be most destructive to our business. It is our understanding that the provision of T. D. 1134 referred to applies to leaf dealers who actually make sales at one or more of the warehouse maintained in the leaf growing districts, whether or not they also make sales at some other place of business, as in New York or elsewhere. Whether our understanding of the decision referred to is correct or not, however, I would earnestly request that it be so construed and that, if necessary, it be modified to that end.

The construction to which we object would result in the disclosure of the private affairs of the leaf packer to his agents, to the packers from whom he may at any time purchase leaf, and to the manufacturers to whom he may sell, for the reason that all the sales made at his chief place of business must be entered up as having been made at the warehouse from which the leaf is shipped and charged on Book 59 at that warehouse to the manufacturer to whom the goods are sold. The parties in charge of these so-called branch warehouses are merely the agents of the New York packers and may at any time become the agents of other parties or go into business on their own account. To put them in possession of complete lists of our customers would inevitably result in heavy losses to us.

For as many years as the memory of the oldest New York packer runs, it has been his custom at the end of the packing season to transfer the tobacco in his storage warehouses in the leaf growing districts to his Book 59 kept in New York, and thereafter whenever a sale was made at New York it has been the desire that the purchaser's name should not be disclosed, he instructed his agents to ship the goods to his order at the point of destination and then endorsed the bill of lading over to the manufacturer buying the leaf, thus enabling him to secure delivery thereof by the carrier. In this manner the disclosure of the private details of his business has been obviated and at the same time the Government has been afforded complete and accurate records with which to trace all leaf tobacco from the grower's hands to the cigar manufacturer's factory. Any construction of the existing regulations which would deprive us of the right to do business in this manner would be nothing short of ruinous and would afford no advantage whatever to the internal revenue service.

We have no objection whatever to a construction of the regulation that would require packers having their principal place of business in the city of New York, for example, and maintaining storage warehouses in the leaf growing districts, to register and keep Book 59 at one such warehouse for the purpose of making the daily entries of leaf purchased in that internal revenue district, as required by Section 3360 Revised Statutes. All we ask is that at the end of the packing season the leaf so purchased may be transferred to our Book 59 at our principal place of business and that our sales to our customers, which invariably take place at such offices, shall be recorded on our Book 59 kept at headquarters and taken up by our customers in a corresponding manner.

In this connection I beg to invite your attention to the fact that while we are willing to register at one warehouse in each internal revenue district where we pack tobacco, we do not, as a matter of fact, carry on a leaf dealer's business in such districts and, strictly speaking, are not amenable to the laws relating to dealers. Section 3244, Revised Statutes, sub-division 6, defines a leaf dealer as follows:

"Sixth. Every person shall be regarded as a dealer in leaf tobacco whose business it is, for himself or on commission, to sell, or offer for sale, or consign for sale on commission, leaf tobacco."

As a matter of fact, those whose principal place of business is not at their warehouse, do not sell, offer for sale, or consign for sale on commission a single pound of leaf tobacco at any of the warehouses which is maintained in the leaf growing districts, the transactions at such warehouses being limited strictly to receiving, packing and storing goods. Further, the terms of Section 3235, R. S., explicitly exempted the owners or operators of storage warehouses from liability to pay special tax under the Spanish War revenue act, providing that "nothing herein contained shall require a special tax for the storage of goods, wares, or merchandise in other places than the places of business." It has been repeatedly held by the Bureau that the requirements regarding the payment of special tax while the war revenue act was in force applied to registration when the act was repealed. Section 26 of the act of October 1, 1890, which repealed the special taxes previously enforced, provided as follows:

* * * "Every such dealer in leaf tobacco * * * shall, however, register with the collector of the district his name or style, place of residence, trade or business and the place where such trade or business is to be carried on, the same as though the taxes had not been repealed, and the failure to register as herein required shall subject such person to a penalty of $50."

I do not think it would be contended for a moment that if an individual, not registered as a leaf dealer, should purchase a quantity of leaf tobacco from a grower and pack and store same, he would become liable as a leaf dealer until he actually sold or attempted to sell such tobacco. Certainly nothing in the statutes providing for the regulation of transactions in leaf tobacco would justify such a proposition.

I would suggest in this connection that our contention that all our sales are made at our place of business in New York, where the transaction actually takes place, and not at the warehouse from which the goods may be shipped, is based upon a well settled principle of law and that any other construction would be false and contrary to universal commercial practice.

I have the honor to be,

Very respectfully,
(Signed) Jos. F. Cullman, Jr.,
President National Cigar Leaf Tobacco Association.

The original ruling concerning the registration of leaf tobacco dealers was made on March 6, last, but was not to take effect until July 1, so as to permit dealers to pefect arrangements necessary to comply with the order.

Although a modification was promptly urged and a delegation had proceeded to Washington to confer with the then Commissioner Yerkes, no final decision was rendered by him during his tenure of office. On June 15 the present Commissioner Capers issued a letter announcing that the original order of the Bureau would neither be revoked or even modified, and that leaf dealers would be expected to comply with the decision after July 1.

GOODRICH WILL APPEAL.

Papers in Little Cigar Test Case Being Prepared for Submission to Supreme Court.

Milwaukee, Wis., June 20.

Papers in the appeal of A. Story Goodrich, of the tobacco firm of A. S. Goodrich & Co., who was convicted in the Municipal Court of violating the anti-cigarette law by selling "little cigars," are being prepared by his attorneys and the case will come up in the Supreme Court this fall.

Mr. Goodrich, in discussing the case, said he had no doubt that the Supreme Court will declare that the law does not apply to these articles.

"I do not believe Judge Brazee would have held as he did if we had fought the case to the end," said Mr. Goodrich. "I wanted to have the law settled and was advised that the only way to get it settled throughout the State

E. A. CÁLVES & CO. IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA

J. Vetterlein & Co. Importers of HAVANA and SUMATRA and Packers of DOMESTIC LEAF **Tobacco**
115 Arch Street, Philadelphia

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John T. Dohan — SELECTED D&T VUELTA ABAJO — Wm. H. Dohan
FLOR de D&T
DOHAN & TAITT
Importers of Havana and Sumatra
Packers of Leaf Tobacco — VUELTA ARRIBA — *107 Arch St. PHILADA.*

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LEWIS BREMER'S SONS
IMPORTERS OF
Havana and Sumatra
AND PACKERS OF
Leaf Tobacco
322 and 324 North Third Street, Philadelphia

Benj. Labe — Jacob Labe — Sidney Labe
BENJ. LABE & SONS
IMPORTERS OF
Sumatra and Havana
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Importers of Havana and Sumatra and Packers of Seed Leaf
Tobacco
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LEOPOLD LOEB & CO.
Importers of Sumatra and Havana
and Packers of Leaf Tobacco
306 North Third St., Phila.

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Packers and Dealers in
Importers of SEED LEAF HAVANA and SUMATRA **TOBACCO**
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The Empire Leaf Tobacco Co.,
Importers and Dealers in
ALL KINDS OF
SEED LEAF, HAVANA and SUMATRA **Tobacco**
118 N. 3d St., Phila.

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224 Arch St., Philadelphia
Broker in LEAF TOBACCO

E. A. CÁLVES & CO. ....IMPORTERS of HAVANA, 123 North Third Street PHILADELPHIA
THE TOBACCO WORLD

EXPORT STAMP ISSUED BY CUBAN CIGAR MANUFACTURERS

Authorized by the Government of the Republic of Cuba

Either the name of the Manufacturer or that of his Brand will appear printed in the blank space of this Precinta or Stamp.

...IMPORTANT NOTICE...

The preceding cut is a fac-simile, in its actual size, of the Precinta, or Warranty Stamp, which is used by the members of the Cigar and Cigarette Manufacturers' Union of the Island of Cuba as a guarantee that the Cigars, Cigarettes and Cut Tobacco packages which bear these stamps were made in Cuba.

Thus a copy of the Warranty Stamp, attached to any Box of Cigars and Cigarettes, or to any Package of Cut Tobacco, means that those Cigars, Cigarettes and Cut Tobacco have been made in Havana, Cuba, with the Genuine Tobacco Leaf grown on the Island of Cuba.

DON'T FORGET THIS, IMPORTERS, DISTRIBUTORS and RETAILERS.

THE COLORS OF THE PRECINTA:—Black with Pale Blue Ground; fac-simile of the Seal of the Presidency of the Republic, Sky Blue.

was to let judgment go against me and take an appeal to the Supreme Court. Judge Brazee seemed to be in some doubt about the meaning of the law, and in order to be in a position to take an appeal I finally instructed my attorneys to make no further opposition and allow the judgment to go against me. Judge Brazee stated from the bench that if the case was taken to the Supreme Court he did not think there ought to be any prosecutions until that tribunal decided it, and I understand that this view meets with the approval of the district attorney's office."

GROWING TOBACCO IN HAWAII.

Experiments Show that it Can be Done Profitably.

Dr. Jared G. Smith, director of the United States Experiment Station in Hawaii, announces that as a result of experiments it has been demonstrated that tobacco can be grown in Hawaii on a basis to make it commercially profitable. The experiments have been made with growing it both under cover and without cover, and on areas sufficient to fully test all elements of the cultivation and production.

Tobacco has been raised in Hawaii by the natives for nearly 100 years. But its quality has been such that it had no commercial value, being used solely by the natives. Dr. Smith says that this quality, is due apparently to the fact that the natives have continued to use the seed of the tobacco grown here year after year without any selection or change. He says that tobacco grown from selected seed, even without any special culture, is free from the objectionable qualities of the native tobacco. When properly cultivated and properly handled and cured, tobacco grown here has high commercial value.

He says that the culture ought not to be undertaken without sufficient capital to provide the necessary buildings and appliances for curing the tobacco. But that if these are once established in any locality, he believes that there is a great deal of land in Hawaii well adapted to tobacco culture, and that the crop may ultimately be of such importance as to be second only to the sugar crop.

LANCASTER TOBACCO OUTLOOK

Little Change in Trade Conditions Packers are Finishing Up and Growers are Setting Out Plants.

Lancaster, Pa., June 24.

While conditions generally among the leaf men show a more cheeerful aspect, there has really been no noteworthy change in the market. Packers are finishing up their season as speedily as possibly, and although there is yet a little tobacco remaining in growers' hands, it is only a comparatively small proportion.

Some of the bulk-sweated 1906 tobacco, particularly tops, is on the market, and in fact quite a little has been sold.

There has been more inquiry for goods during the past week or so, and dealers are beginning to believe that manufacturers will soon have to assert their needs and that the market will begin to show some signs of activity before many more weeks have passed. As it is, there is constant dickering for goods, but the prices which have been held out for seem to be the whole reason why more sales have not been made. Of course, there are still some old goods in this market, but the quantity is perhaps less than manufacturers may have anticipated, and it will all have some bearing on the market conditions once the season opens and buyers begin to replenish their reduced stocks.

The matter of damage in the 1906 tobacco just packed, and a considerable amount of which has already undergone at least a preliminary examination, has been pretty carefully gone into. The results, in view of the fact that the crops of last year as a rule were very light in weight, were extremely gratifying, inasmuch as only a very small percentage of damage was found to exist, and in not a few instances there were practically none at all.

Packers, by long experience and a

(Concluded on p. 20)

A Good Pair to Go On . . .

Two of Our Popular Five Cent Brands. Our Goods are Made of Best Selections, Made Carefully, and Made to Duplicate.

Wolf Brothers,
RED LION, PA.

INCREASE YOUR PROFIT!
Columbia Straight Will Do It.

We bought a large supply of Good Havana and Domestic Tobacco at the right time.——We are located where Good Workmen can be had at Fair Prices.

These facts enable us to make our COLUMBIA STRAIGHT a Five Cent Cigar of Highest Quality, Best Workmanship, to be Sold at Good Profit.

Fred Schlaeger & Co., Columbia, Pa.
Samples on application.

RUTHERFORD CLEAR HAVANA CIGARS
Are Popular
Because They Please the Consumer.

THE REALM OF THE RETAILERS

Timely Talks with Enterprising Dealers.

"Sometimes a cigar store is like the man who is known by the company he keeps," said a Baltimore retailer to the writer. "I will relate some of my own experience. I first opened a shop down by the water front, and being more or less green didn't take much notice of the class of customers I catered to. I kept a neat store, sold goods of quality, and secured more or less 'nice' trade—and by that I mean I had a good many clerks, bookkeepers and nearby business men come in and patronize me. Gradually a number of loafers—although I didn't realize they were such at the time—began coming in and, as they thought they were becoming quite good customers entitled to my consideration and homage, began to lounge in the store, engage in foolish, heated arguments and generally make themselves obnoxious. I realized one day just where I was and this is how I was led to see that I had made a mistake. Three of my best merchant customers came in for their noonday cigars. Two of the loafers were arguing over some trade union strike—and whew! the language they used! A third lounger sat sprawling in a chair, his feet all over the floor until a man coming in or going out had to side-step to get around him. Two other good-for nothings were backed up against the wall and they looked for all the world like thugs or hold-up men. I can see it all, now. How the business men sized up the crowd; how they looked when they heard the hideously profane talk of the two disputant loafers and how, thoroughly disgusted, they went out, never to enter my place again. It is easier, I found, to let loafers get a hold on your store than it is to drive them away. Use forceful language and utilize the police to rid yourself of them and they are apt to retaliate; are liable to smash your front in at night or rob your store. As my 'nice' trade fell away before I could clear the loungers and loafers out I found I wasn't making expenses and after holding the fort two months in a vain effort to re-establish the store's reputation and standing, I looked up this stand and moved. You can feel certain I started here with a clean slate—so far as low, contemptible hangers-on are concerned. I won't allow a professional bum or hobo inside the door if I can help it. Do I allow customers to remain in the store and chat? Most certainly! and—assuming they are gentlemen—they are heartily welcome, because your ordinary business man is a good citizen with inoffensive manners and decent in conversation. Besides, mighty few business men, clerks and persons of that kind have time to loaf about. They're too busy for that. But if they do stay a few minutes or so at night—when they're off duty—depend on it they are not the kind of men to drive trade away. They are gentlemen."

• • •

—The man who abhors tobacco in all forms shouldn't go into cigar stores. Never go where you are not wanted.

ADVERTISING TIPS.

If you can talk via an advertisement about the same as you would to a customer in your store, your advertisement is pretty sure to be a good one. Retailers who find it a hard proposition to write a good advertisement should imagine themselves facing a prospective customer with a good ten cent cigar to be sold. Dwell on the leading good points of the cigar and why the customer will get good value for his money. The mere mention of a cigar brand—except in cases where the brand is widely known through publicity—is scarcely sufficient to sell it. Describe its good points and qualities; mention sizes made and different prices.

The question "How much shall I spend on advertising?" is answered by other interrogations? Are you gunning for local or national trade? What mediums will you use—bill-board, street car, newspaper or circulars? After deciding these matters, with or without the advice of experts, examine your roll and see how much money you can afford to make a fairly good start with. What are known as "readers"—short, local notices, in newspapers are admittedly good trade pullers, especially if they contain much information in small space. Printed alongside of or following regular news, these readers are almost sure to be noticed by men who smoke. Take, for instance a reader like this: "New cigar. We call it 'Merit' on account of its fragrant goodness. Try one, at least, at 5 cents. Smith, manufacturer, 10 Blank street."

"New cigar" and the the hint "try one" is quite apt to attract attention and lots of smokers, passing Smith's, are very apt to go in and invest a nickel—just to see what the new cigar's like. If it has merit it will sell. And therefore see that it is a meritorious cigar before you advertise that it is.

J. P. Fleischman, who has many good ideas about advertising, recently gave the following terse tips:

A combination of good, large, clear type and the same kind of ideas make a good ad.

Don't promise more than you can perform. That is dangerously close to deception.

Leave out the price—and in nine cases out of ten you may as well leave out the ad.

Publicity means Push—and Push is a fundamental factor in Get-there-ism. Advertise!

Don't plunge. A little ad. run seven times will often bring better results than an ad. seven times as large run once.

"Every path hath a puddle." Judicious, intelligent advertising is the safest bridge over the puddles in the path of business. Exaggeration breeds doubt, and misrepresentation brings about distrust. Stick to the truth, and your public will stick to you.

Advertising is in its infancy, they say. And it might be added that it is an infant that has not had to cry long for recognition.

You may put down the man who continually argues that white (blank) space in an ad. is a waste of money as one who has plenty of blank space where his thinking apparatus ought to be.

THE SHOW WINDOW.

One of our Southern exchanges states that during a torrid summer spell a Nashville merchant decorated his large show window with overcoats, fur caps, heavy woolen underwear, etc., and in an ingenious way frosted his glass with a mixture of alcohol and salts. This window attracted a great deal of attention. No card was placed in the window and a large number of people came into the store to ask how such an imitation of the work of Jack Frost was accomplished, and why this display of winter goods when the thermometer was at 96 degrees. "Just to cause you to come in and ask," was the merchant's answer, and sixty-nine came in to ask.

Curiosity is sometimes a good thing to play upon to secure public attention.

The display made, as noted above, had its humorous side as well as curious and the two together can produce excellent advertising effects. Suppose, for instance, that a cigar dealer cleared his show window of absolutely everything but a back-ground and shelf cover of velvet, and put therein several good sized, harmless snakes. Such an unlooked for exhibit would be quite certain to stir up all sorts of comments from "He's got 'em again!" to "Say, what you got the snakes in the window for?"

It will be conceded, of course, that the dealer getting up such a live snake exhibit will have trouble in getting the reptiles and perhaps he will have more keeping them safe prisoners in the window, but the trouble gone to would most likely result in wide publicity, endless "joshing" and "kidding," many more visitors to the store—and greatly increased sales, the object sought.

To a great extent the unexpected and unusual interests and pleases us the most. The commonplace, like poverty, we have with us always, and so it seems quite justifiable for merchants to devise show window "thrillers" as often as desirable.

But the scheme should not be worked overtime nor too often, for then it defeats its own end.

• • •

Window and Store Placards.

In the following suggested texts for placards, retailers may find something useful:

Our one Best Seller just now is Judge and Jury—priced at 2 for 25 cents.

The acme of quality is found in the Maneto Cigar.

He smoked Sunday night and every night and best of all he smoked the White Knight.

A Sumatra wrapper cigar with clear Vuelta filler—the John Hay.

Our cigars for your money—and you'll get full value.

No premiums with our pipes and tobacco. The full value is in them.

Vacation time cigars should not be forgotten. Don't forget them.

There are tips on the races, and cork tips on our Turkish cigarettes.

In Archon cigars smokers find full satisfaction. They are superior and they are 10 cent value for 5 cents.

Satisfied smokers are the best advertisers we have for the Cuban Brownies—a high grade cigar.

Cigar or segar—spell it as you like—we have the one you want; 5 cents up.

• • •

As to Bulletin Boards.

A suburban cigar dealer thought up a good plan some time ago; so good in fact that the idea will be given to Tobacco World readers in full for the reason that some of them may "go, do likewise and profit."

At about the centre of the store—nailed to the wall facing his counter—he put up a small bulletin board—about a foot and a half long and a foot wide.

It was at a height from the floor that made it easy for customers to read the various bulletins he pasted or tacked on the board.

Carrying the evening papers as a side line he looked them over as soon as they were left by the delivery wagon, and cut out all items he thought would prove of interest to his quota of neighborhood and regular customers.

There were birth, death, marriage, accident and similar items on the bulletin board every day. And always at night there were the baseball game scores—a never failing attraction to a score or more of young men who, in the gaiety of early life, viewed athletic sports with interest and admiration.

Great events of general interest also he pasted on the board and many men for the first time learned of the news of the day by going up and glancing at the bulletins he had pasted up for their convenience.

At first the bulletin board attracted but little attention. The scheme was new—customers hardly knew what to make of it. But one after another they got in the habit of going over and reading the items pasted up and in due time the scheme was a proven success. The bulletin board proved a fine trade puller. Men came in to see "what was new" even if at home they had just "read the papers," because on the cigar store board, in chalk was apt to be notices of events to come they could not learn of in the regular papers.

If you ask: Did it hurt his sales of evening papers? the answer must be yes. But, if he lost the sale of 20 papers—on which there was a profit of ten cents, he made the loss good over and over by sales of cigars and tobacco, inasmuch as every bulletin board visitor was quite sure, if in need of anything, to buy it of the bulletin board's owner.

As noted the bulletin board was inside the store, not on the sidewalk nor outside. To secure sales benefits he had to have the news pasted up inside the store; handy to the stock of cigars, tobaccos, pipes, etc. Merely seeing the goods ofttimes reminded a visitor he was out of tobacco or induced him to buy—and there was the benefit of having the bulletin board in such position as to compel would-be readers to "come inside." Outside, they would have read the news and bulletins and gone their way. Not such a bad scheme, eh?

Gieske & Niemann, Packers & Dealers in Leaf Tobacco
No. 204 South Charles Street
Baltimore, Md.

IN THE GOOD OLD DAYS OF MY LORD NICOTINE.

Tobacco in the Period of the Roman Empire.

CONDUCTED BY W. H. PRESCOTT.

Copyright 1907, by The Tobacco World.

III. STRENUOUS BILL COLLECTING.

My Lord Nicotine being a very large grower of tobacco, naturally kept close watch on the market at Roma, Manhatti and Fidelphi. He carefully read the tobacco market reports in "The Herculaneum Trumpet" daily.

"Hully gee," he exclaimed one morning, as his eye fell on an item: "Good Vuelta Abajo leaf's gone up twenty piastres a pound; crop in Egypt ruined by bugs; outlook in Sardinia most discouraging". "B'dad! and I'll just send a message over to my friends Dies & Ci. and we'll try to bull the Herculaneum district. Byndre, call a vassal, I want to dispatch a message."

Hurriedly writing a letter, My Lord gave it to Aristotle, his faithful aide-de-camp, who started at once on a dog trot for Pompeii.

"Say, pa," said Byndre, "I was just looking over the books and I see Pont Kasey, the fire-water castle keeper hasn't paid his bill yet. He's owed the account now over a year. Shall I make out a bill and go see if I can collect it?"

"Make out the bill, all right," said My Lord, "but I'll go down town and see about collecting it. Blank it all! that dod-gasted wine seller has owed me long enough. There's a limit to waiting on a man to cough up. Now, he pays me my ducats today or there'll be the blankety-blankest Wild West hurrah Herculaneum's seen for a century. Hear my talk, Byndre?"

"Yes, pa," said his dutiful son.

"That's the bill, eh? Three hundred and eight ducats! And owed it over a year? All right—we'll just see whether I get it or not. Keep store, Byndre, till I get back; I won't be gone long."

Putting on his laurel-leaf head gear, My Lord Nicotine strode somewhat angrily from his store and started across town for the public house of Pont Kasey, Lombardi Strade, 10.

"Drat the luck!" he muttered, "some of these innkeepers get the idea I can hold 'em up on cigars for ten years. After I get my money on this bill, Kasey puts up the silver coin or he don't get the cigars—and that's no lie! Well? What do you want?" he questioned, as a red-nosed Roman held him up.

"Senator," said the somewhat tattered fellow, "I'm a cigarmaker and I've been on the sick list two months; haven't worked, and need money for my loved ones at home. I'm raffling off a pair of Sevres vases—one ducat a ticket. Won't you buy one? You know me; I live in the Third division and always vote for you."

My Lord handed over a ducat. "Keep the raffle ticket," he said, "I don't want the vases if I should win 'em. So long!"

Arriving at Pont Kasey's place Lord Nicotine promptly entered, strode up to the marble bar, slapped down the bill already referred to and said:

"Kasey! the time has come to settle!"

Kasey, a six-foot-ten Celt, who had been busy forcing atmosphere into a case of Schlitzski, turned about and faced Lord Nicotine.

"Sittle is it?" said Kasey, "an' phwat th' divil is it yez want me t' sittle?"

"This bill—you know what," exclaimed the already angry Lord Nicotine; "You pay me right here and now or out you go to the morgue. See? Why, you blankety—"

But by this time they had clinched!

Alack a day for My Lord! He did not know that Kasey had been training for the annual gladiatorial contests. And so the encounter was short, fast, and decisive. It was a hot bout, with Marquis of Guseberry rules to the discard.

They got a shutter, put Lord Nicotine on it and carried him home. Two hours later he came to on a pallet and, seeing his wife bending over him anxiously said: "Did I get the money? No? That right? I got it where the Biddy got the broad-sword, eh? Gee! Nicky, that Kasey's got a punch that would put a tiger to sleep! But just the same I gave him some, too! He won't be able to see for a week. I'm not beefing! You can't kill a cigar dealer, I'll tell you that! I didn't get the spondulacs, but I got satisfaction, and that's just as good—to me. Wait 'till go into training! I'll do Kasey up yet or I'll eat my toga!"

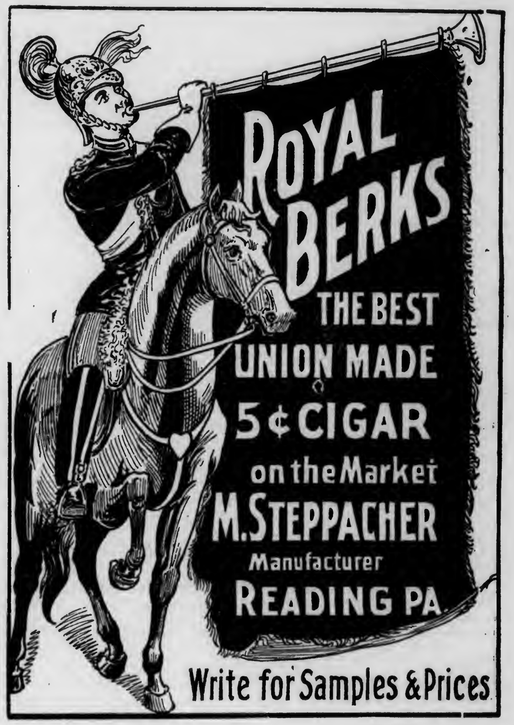
"You're all right, Nick," said his wife, "but for heaven's sake! don't come home on a shutter again. Why! you had half the town following you, and the two lictors who brought you home charged me a ducat apiece. Lie still, My Lord, until the Apothecary comes to bleed you."

"Bleed me!" fairly shrieked My Lord. "The Apothecary's in the game, too, is he? How much will he want? Well, he don't get it! I'm all right, now," he said, sitting up, "and can't afford to stay here—I've got to write my speech for tonight—I give an address on 'Business' at the Forum to the Herculaneum Young Men's Cigarette Association. Tell the herb man when he comes to skidoo—and now fetch me papyrus and a stylus, for I would start scribing."

While Senator Nicotine prepared his famous essay on "Business," Kasey, the wine-shop keeper was on his back with big beef steaks on his eyes.

"Arrah Wanna!" he groaned, "an' Oi do be wond'ring if Oi'll be bloind f'r loife? Shure! an' Sinit'r Nickeyteen kin hav' his munny th', nixt toime he comes. As f'r foightin' wid him, Oi want no more av it! Oi'll hav't hoive a bar-keeper 'til Oi git on me fate."

[Note--As explained in The Tobacco World June 12, 1907, the accounts of My Lord Nicotine and Tobacco in the Days of the Roman Empire (now appearing in this journal as an exclusive feature) are being translated from papyrus records which the celebrated archæologist Prof. K. Ript, L. D., says he unearthed last year at the ancient buried Roman city of Herculaneum, destroyed by a volcano A. D. 79.—Ed.]



Norristown
Keyno
HAVANA SHORTS
2 oz. 5c.
Tobacco Works
NORRISTOWN, PA.
Manufacturers of
Havana Shorts
Private Brands for Jobbers a Specialty
Samples submitted on application

IT IS BUILT FOR STRENGTH
But is not heavy. Notice the position of the Steel Spurs. It won't "Run Away."
Used in Factories and Warehouses everywhere. Price $5.50
WOLF & LUKASAWITZ, DAYTON, O., say:
"Gentlemen: We have been using your Boss Trucks for a period of ten years, and would say that they have given us the best satisfaction, and you may send us three more of the same make.
MANUFACTURED BY
THE WM. F. KRAMER CO.
DAYTON, OHIO
The "BOSS" Box Truck will move your Tobacco Cases easily and safely

GEO. W. BREMER, Jr. WALTER T. BREMER

BREMER BROS.

119 N. Third St., PHILADELPHIA

Importers, Packers and Dealers in

Leaf Tobacco

Hipple Bros. & Co.

Importers and Packers of and Dealers in

Leaf Tobaccos

231 Arch St., Philadelphia

Our Retail Department is Strictly Up-to-Date

John U. Fehr Established 1883 Geo. N. Fehr

J. U. Fehr & Son

Importers and Packers of

Leaf Tobacco

700 Franklin St., 101 to 107 S. 7th St.,

READING, PA.

LOUIS BYTHINER & CO.

Leaf Tobacco Brokers and Commission Merchants. 308 Race St. Philadelphia

Long Distance Telephone, Market 3025.

S. Weinberg

121 North Third Street

PHILADELPHIA

Importer of SUMATRA and HAVANA

Dealer in all kinds of SEED LEAF

Tobacco

Cable Address, "Heiland, Lancaster" Telephone Service

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Eastern Agents MaGee Tobacco Case

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George H. Rumrill, Janesville, Wis.;
The Miami Valley Leaf Tobacco Co., Dayton, O.;
The Krohn Tobacco Co., Windsor, Ct.;
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P. O. Box 178

LANCASTER, PA.

H. VELENCHIK S. VELENCHIK

VELENCHIK BROS.

Importers and Dealers in LEAF TOBACCO

Sumatra and Havana

134 N. THIRD ST., PHILADELPHIA

HENRY RINDSKOPF

Packer and Importer of

Sumatra, Havana and Domestic **LEAF TOBACCO**

N. E. Cor. Fifth and Washington Sts.

Reading, Pa.

AARON B. HESS

Packer of and Dealer in

Leaf Tobacco

Pennsylvania Seed B's and Tops

READY FOR THE MARKET.

Write for Prices.

Office and Warehouse: 630-636 N. Prince St.

Lancaster, Pa.

Bell 'Phone: 77-X. Independent 'Phone: 1464-A.

L. G. HAEUSSERMANN CARL L. HAEUSSERMANN EDWARD C. HAEUSSERMANN

L. G. HAEUSSERMANN & SONS

Importers of **Sumatra and Havana**

Packers and Exporters of and Dealers in **Leaf Tobacco**

LARGEST RETAILERS IN PENNSYLVANIA

No. 240 Arch Street, Philadelphia, Pa.

E. A. CÁLVES & CO. ....IMPORTERS of C **HAVANA**, 123 North Third Street PHILADELPHIA

BUSINESS SOMEWHAT IMPROVED IN HAVANA MARKET.

Buyers Complain of the High Prices Demanded, Yet Puarchases are Being Made. No Change in the Strike Situation.

Special Correspondence of The Tobacco World.)

Havana, Cuba, June 17, 1907.

Sales during the past week show that business has improved and that there is a fair demand for the new Vuelta Abajo and Partido vegas which are coming to market. While the Tampa and Key West manufacturers complain about the high prices, it seems, however, that they have come to the conclusion it is far better to provide themselves with sufficient stock to last them during the season than to buy only sparingly from hand to mouth, in which case they might finally be compelled to pay the same high prices for inferior goods than they could get to pick at now. Of course, in order to do so they have to make contracts for future delivery, as the tobaccos are only arriving in small quantities and very few packings if any are bringing running or assorted lots. While undoubtedly the new Vuelta Abajo has produced some excellent tobacco, there will be quite a proportion of inferior goods

As far as Remedios is concerned it seems that "Capa la Chiva," buyer for Manuel Menendez Parra, and Sobrinos de Venancio Diaz were the ones who this year started the game by paying the unwarranted high prices and forced the other packers and dealers to do likewise. I am assured, however, upon good authority, that the 1907 crop has some excellent tobacco of fine quality, good-sized leaves and perfectly sound, which promises to cure well, and perhaps may be used by the manufacturers during the winter or early spring of 1908. If this should be the case then possibly the high prices might be justified. On the other hand, there is also quite a large quantity of inferior tobacco and the buyers who shall have purchased this class of tobacco at high figures will undoubtedly rue the day when they gave authority to their buyers to purchase. One packer told me quite candidly today that while he regretted that such high prices were paid, and that he did not expect to make any money, and perhaps might lose some money on his escojidas, he was compelled to go in, in order to protect the interest of his customers who would be looking to him for tobacco this coming fall. It remains to be seen how the manufacturers and dealers of the United States will view the present crop, and whether they will invest in same or not. The old stocks of Remedios, owing to its lighter quality, seem to be finding favor with the Tampa and Key West manufacturers, and it would not be surprising if the few remaining stocks in first hands should be finally purchased by them.

Sales

during the past week total 2,075 bales, divided into 465 bales of Vuelta Abajo 750, Partido and 860 bales of Remedios. For the American market 1,554 bales were taken, by the local cigarette manufacturers 425, and 96 bales were shipped to Europe.

Buyers Come and Go.

Arrivals:—Antonio Fanego Rico, of A. F. Rico & Co., Boston; Alfred Etlinger, of E. Hoffman & Sons, Marcelino Perez, of Marcelino Perez & Co., Isidor Weinbaum, of John W. Merriam & Co., and B. G. Davis, of New York.

Departures:—Carlos Behrens, Mortimer Regensberg, Ramon Lopez Fernandez, for New York; Angel Cuesta and E. J. Stachelberg, for Tampa.

Havana Cigar Manufacturers

There is no change in the strike situation and all the factories of the Union of Manfacturers remain closed.

Evidently it seems that the cigarmakers are receiving enough support from the cigarmakers in the United States, or that they must be followers of the methods employed by the famous Italian faster, Succi, who demonstrated to the inhabitants of Havana a few years ago that a man could live without food for forty days providing he had sufficient water to drink. The

LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ

VENANCIO DIAZ, Special Partner

MUNIZ HERMANOS y CIA

S en C

Growers and Dealers of

VUELTA ABAJO, PARTIDO and REMEDIOS TOBACCO

Cable: "Angel," Havana **Reina 20, Havana** P. O. Box 98

SYLVESTER & STERN

SUCCESSORS TO

LEWIS SYLVESTER & SON

Growers, Packers and Importers of

Havana Tobacco

HAVANA, CUBA Monte 56

NEW YORK 165 Front Street

PLANTATIONS and ESCOJIDAS:

In	VUELTA ABAJO	at	PUERTA de GOLPE
"	PARTIDOS	"	SANTIAGO de las VEGAS
"	REMEDIOS	"	SANTA CLARA
"	"	"	QUINTA CAMAJUANI
"	"	"	SANCTI SPIRITUS

FACTORY VEGAS A SPECIALTY

CHARLES BLASCO

Commission Merchant

Leaf Tobacco and Cigars

1 O'Reilly St. Cable: "Blasco." Habana, Cuba

GONZALEZ Y MIGUEL

Almacenistas de Tabaco en Rama

Especialidad en Tabaco de Santa Clara de Primera Clase

Cable: "CASIN"

AMISTAD 97, HABANA.

H. UPMANN & CO., HAVANA, CUBA

INDEPENDENT MANUFACTURERS OF THE CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

BANKERS SHIPPERS AND COMMISSION MERCHANTS ESTABLISHED 1844

CHAS. LANDAU, 82 Wall St., New York; Board of Trade Building, Montreal

SOLE REPRESENTATIVE OF H. UPMANN BRAND FOR UNITED STATES AND CANADA

BEHRENS & CO.

Havana, Cuba

Manufacturers of the "SOL" Brand

Finest Vuelta Abajo Tobacco Exclusively

NO BETTER GOODS MADE

QUALITY ALWAYS RELIABLE

Sole Representatives for the United States and Canada:

National Cuba Co., 147 Water Street, New York

Sobrinos de A. Gonzalez

LEAF TOBACCO MERCHANTS

Principe Alfonso 116 y 118

Habana, Cuba Cable: "Antero"

GUSTAVO SALOMON Y HNOS.

Especialidad en TABACOS FINOS de VUELTA ABAJO, PARTIDOS y VUELTA ARRIBA

Monte 114

P. O. Box, Apartado 270
Cable: ZALEZGON

Habana

BRUNO DIAZ — R. RODRIGUEZ

B. DIAZ & CO.

Growers and Packers of

Vuelta Abajo and Partido Tobacco

PRADO 125

Cable: ZAIDCO — HABANA, CUBA

S. Jorge — Y. P. Castaneda

JORGE & P. CASTANEDA

Growers, Packers and Exporters of

Havana Leaf Tobacco

Egido, Corner Dragones Street, HAVANA

PARTAGAS

Independent Cigar Factory

The Oldest Brand — FLOR DE TABACOS DE PARTAGAS Y Cª HABANA — The Best Cigars

Cifuentes, Fernandez y Ca.

Proprietors

174 Industria Street

Cable: CIFER — *Habana, Cuba*

AVELINO PAZOS & CO.

Almacenistas de Tabaco en Rama

PRADO 123

Cable: ONILEVA — *Habana*

SUAREZ HERMANOS

(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

FIGURAS 39-41, Cable: "Cuetara" **HAVANA, CUBA**

J. H. CAYRO & SON

Dealers in Leaf Tobacco

Specialty: **Vuelta Abajo** and **Partido**

Warehouse and Office: 92 Dragones Street, HAVANA, CUBA

Cable Address: "JOSECAYRO" — Correspondence Solicited in English

---

HENRY VONEIFF — F. VIDAL CRUZ

VONEIFF Y VIDAL CRUZ

PACKERS and EXPORTERS of LEAF TOBACCO

73 Amistad Street, HAVANA, CUBA

Branch Houses: 616 W. Baltimore Street, Baltimore, Md. — P. O. Box 433, Tampa, Fla.

EVARISTO GARCIA — JOSE M. GARCIA — JOSE DIAZ

J. M. GARCIA Y CIA.

Almacenistas de Tabaco Partido y Vuelta Abajo

CON VEGAS PROPIAS

San Nicolas 126 y 128 Cable: "JOMAGARCIA" **HABANA, CUBA**

Rz BAUTISTA y CA.--Leaf Tobacco Warehouse---HABANA, CUBA

Cable—Rotista — **Neptuno 170--174** — Special Partner—Gumersindo Garcia Cuervo

manufacturers in the meantime are preparing to strip some of the new tobacco which they have been receiving, so that they will be in a position to have sufficient well cured stripped fillers of the new crop on hand as soon as the strike shall come to an end and business start up again.

Don Carlos Behrens, who left upon Sunday last by the steamship Havana for Europe, via New York, has undertaken this voyage partly for the sake of his health but at the same time keeping an eye open for business. He expects to return about the middle of September, when the new crop may be in a condition to be workable.

It is stated that importers from the United States, Canada and Europe have given large orders to our cigar manufacturers, as far forward as the month of December, and to be executed by weekly shipments. Whether the manufacturers are willing to execute them at the old figures, or whether they will insist upon a raise in prices is not known yet. That prices will have to be raised in some shakpe or form is not questioned by any of our manufacturers. What is in dispute yet is who will be the first and what percentage will be added to the previous price list?

Buying, Selling and Other Notes of Interest.

Rodriguez Bautista & Co. sold lately between 700 and 800 bales, which were the total of their old stocks of Remedios, so that now they have not got a bale of old tobacco on hand. They refused to disclose the names of buyers, destination or prices, and they were actively selling while the other holders of Remedios were quiet. All of their buyers are strenuously hunting around over all the tobacco growing districts, and they complain that they find business very difficult on account of the extremely high prices asked by the farmers—higher figures than prudence advises them to pay. They expect to pack largely, but it will depend upon future circumstances.

Edgar J. Stachelberg has purchased at some 1,500 bales of Vuelta Abajo and Partido, and it is also stated to me upon good authority that he has made contracts of from 3,500 to 4,000 bales of Vuelta Abajo, to be delivered as the same shall come in from the country.

Bruno Diaz & Co. were sellers to the extent of 700 bales of Partido and Vuelta Abajo, and I understand that they have also made several contracts with manufacturers for future delivery.

A. Santaella, Angel Cuesta and several other large Tampa manufacturers have been operating quite actively in our market.

A. Acosta y Hnos. disposed of 380 bales of Vuelta Abajo and old Remdios to local manufacturers.

B. G. Davis, the large clear Havana manufacturer of New York, has purchased some 500 bales of new Vuelta Abajo, and while prices are stiff he consoles himself, however, that he has secured as excellent a selection of choice leaf as he possibly could expect to, and that thus he will be able to keep up the well deserved popularity of his brand.

Avelino Pazos & Co. disposed of 150 bales of Partido of their new packing.

A. M. Calzada & Co. have purchased over 100,000 bundles of the very finest vegas grown in the Santa Clara province. While Don Antonio has paid the same high prices which other packers were conceding to the farmers, he has selected only the very best classes and refused to make any offer upon inferior styles. I have seen a couple of sample carots of First and Second Capaduras which while they have had "no pilon," show that the tobacco is prime in size, cleanliness and good heavy quality (but not too gummy) so that it promises to cure quickly and will be ready to be worked by the cigar manufacturers by the beginning of 1908. They are going to make three escojidas this year, one of them will be opened to-day, as it consists of tobacco of light "temprano" growth and has had sufficient pilon already; the two other escojidas will not be started before July 10 or 12.

Don Antonio Dominguez, who departed this life about twelve days ago, was formerly a buyer for the Loeb-Nunez Havana Co., and had always enjoyed the very highest esteem of his employers as well as of the whole tobacco trade. He was a hard worker, a man of sterling character, upright and thoroughly honest in all of his dealings, as well as an intelligent judge of leaf tobacco. His funeral was largely attended by the trade, over 80 carriages following the hearse. Deceased was a brother-in-law of General Nunez and an uncle of Don Antonio Calzada.

RECEIPTS FROM THE COUNTRY.

	Week ending June 15 Bales	Since Jan. 1 Bales
Vuelta Abajo	3,681	22,816
Semi Vuelta	265	1,362
Partido	1,020	3,287
Matanzas	13	279
Remedios & S. Clara	59	4,969
Santiago de Cuba	118	2,538
Total	5,156	35,251

BOSTON BREVITIES.

Warm Weather is on for Good. No Change in Strike Situation. Notes Among the Retailers.

[Boston Bureau "The Tobacco World" 19 Devonshire Street]

Boston, June 24.

It certainly has been a warm week here and Bostonians are under the impression that we will have a very warm summer to make up for the poor spring weather we had. Very few visiting salesmen were here this week, and I should judge they hied themselves to the beaches until the weather gets cooler. The cigar and tobacco trade with the retailers and wholesalers has been very satisfactory. The large local cigar manufacturers, excepting Waitt & Bond, are all out at present on account of the strippers going out on strike two weeks ago.

It is said that the manufacturers have considerable stock on hand and can hold

(Concluded on p. 18)

Constitution Seed & Havana Cigars are the Best that can be made. Do you sell them?

PABLO PEREZ — CANDIDO OBESO

Perez & Obeso

S. en C.

(Sobrinos de G. Palacios)

Leaf Tobacco

VUELTA ABAJO FACTORY VEGAS a Specialty

Proprietors of famous **Lowland Vuelta Abajo Vegas**

Prado 121, Entrance, Dragones St.

Cable: "SODECIO." HABANA, CUBA.

JOSE F. ROCHA

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo, Partido y Vuelta Arriba

San Miguel 100

Cable: "DONALLES" — **HABANA, CUBA**

LOEB-NUNEZ HAVANA CO.

Almacenistas de Tabaco en Rama

142 and 144 Consulado Street

Cable: REFORM — *Habana*

JOS. MENDELSOHN — LOUIS A. BORNEMANN — MANUEL SUAREZ

Mendelsohn, Bornemann & Co.

Importers of HAVANA TOBACCO and Commission Merchants

New York Office: 196 WATER STREET — Havana, Cuba: MANUEL SUAREZ y CA., Amistad 95

A. M. CALZADA & CO.

Growers and Packers of Leaf Tobacco

Especial Attention Paid to Goods for the American Market
Correspondence solicited in English

Monte 156, P. O. Box 596 — HABANA, CUBA — CAble: "Calda"

EDEN CIGAR FACTORY

of

BANCES & LOPEZ

HAVANA, CUBA

Calixto Lopez & Co.

180 Water St., NEW YORK

Will receive and attend to orders

Cigars made strictly of very best Vuelta Abajo Tobacco

ERNEST ELLINGER & CO. *Office: No. 161 Water Street New York*

Importers of HAVANA TOBACCO

ROTHSCHILD & BRO.
141 Water St
IMPORTERS AND PACKERS OF
LEAF TOBACCO.

OFFICES:
DETROIT, MICH.
AMSTERDAM, HOLLAND.
HAVANA, CUBA.

NEW YORK.

JOS. S. GANS MOSES J. GANS JEROME WALLER EDWIN I. ALEXANDER

JOSEPH S. GANS & CO.
Importers and Packers of **Leaf Tobacco**
Telephone: 346 John 150 Water St., NEW YORK

Starr Brothers
IMPORTERS and PACKERS of **LEAF TOBACCO**
131 Water Street
Established 1888 NEW YORK Telephone: 4027 John

M. F. SCHNEIDER
IMPORTER OF
Sumatra Tobacco
2 Burling Slip, NEW YORK
NES, CORNER KUIPERSTEEG, AMSTERDAM, HOLLAND
Telephone: 377 JOHN

Joseph Hirsch & Son
IMPORTERS OF
SUMATRA TOBACCO
O. Z. VOORBURGWAL 227 Amsterdam, Holland.
OFFICE: 183 Water St.
Cable Address: "HERE." NEW YORK

JOSEPH HOLZMAN
SUMATRA, HAVANA and SEED LEAF **Tobacco**
185 Water St., New York

JOHN W. MERRIAM & CO.
"At the Sign of the Bull Dog," New York
Real Habana Segar, Makers and Importers
Habana Scraps and Cuttings for Sale

TOBACCO TRADE NEWS OF GREATER NEW YORK.

New York Bureau of The Tobacco World

New York, June 25.

Business at a standstill and collections coming in slowly is the complaint issued by leaf dealers this week. The weather has become seasonable, but it has not affected manufacturing to such an extent apparently, as to necessitate purchasing of more leaf. Manufacturers are only buying in small quantities and are waiting for the new tobacco.

Sumatra, while sales were not as numerous as during the preceding week, was fairly active and a few of the houses report some fair sized transactions.

Retail business is good. The warm weather has helped that branch of the trade along a great deal. Price cutting is only going on in the down town section.

• • •

A new company is being organized and will be known as the W. F. Conway Stores Co., to conduct cigar stores. The capital will be $100,000. The objects of the company will be to conduct stores and stands through the country. Only independent goods, in cigarettes, tobacco and cigars, will be handled. The main office will soon be established in New York.

• • •

M. J. Bloom is the name of a new leaf firm which started business this week at 224-226 Pearl street. Mr. Bloom was formerly connected with S. Ashner as a salesman, and has a large following who wish him success in his new venture.

• • •

Chas. F. Kaiser, of O. L. Schwencke Lithographic Co., Clarendon Road and East Thirty-seventh, street, Brooklyn, has returned from a very successful trip which took him as far as Pittsburg. Mr. Kaiser reports business rather quiet with the cigar manufacturers around New York, but that conditions are much better in other cities.

• • •

A. Pareira, of Pareira & Co., leaf dealers of Philadelphia, stopped off in the metropolis for a couple of days this week on his way back from Connecticut, where he purchased some leaf.

• • •

The Sheldon cigar brander and cutter, which has been placed on the market by B. Sheldon, who by the way is a cigarmaker at 5724 Third avenue, Brooklyn, appears to meet everything promised for it. It is a very simple affair and takes up very little room on the table. It brands and cuts the cigar with one movement, and it is guaranteed not to injure the most delicate wrapper. It retails at eight dollars, and this price includes enough letters to meet the requirements of most manufacturers.

• • •

Abe Goldsmith, representing a grower, was in the city this week showing quite a large assortment of Florida tobacco. While he had very few lights his mediums and darks were disposed of without much trouble.

• • •

S. A. Peck, who is one of the staff of salemen for the leaf house of P. & S. Lowenthal, was married at Albany recently to Miss Mayme Neuhof. The couple at present are at Niagara Falls and expect to go farther West. They will make their way homeward by short journeys, and I was informed they expect to reach Coney Island the middle of next month, when their honeymoon will terminate

• • •

A rat gnawing his way into a box of matches is supposed to have started a fire which damaged the stores at 2008 and 2010 First avenue the early part of this week and caused a panic in the Lesser cigar factory on the floor above. A dozen men and women were at work in the factory when a column of smoke was pouring past the windows. After a stubborn fight the firemen thought they had entirely extinguished the flames. An engine had left the scene when the fire started afresh. Another alarm was sent in and this time a good job was done with about $10,000 damage. The cigar factory was pretty well smoked out.

• • •

Business with A. Hussey Leaf Tobacco Co., the mail order leaf house, appears to be up to the standard for this time of the year. The house is a strong believer in printer's ink, and in consequence is reaping the usual results.

• • •

The Bell Pure Air and Cooling Co. have removed their offices to the 22nd floor of the West Street Building, West and Cedar streets.

• • •

The Retail Cigar and Tobacco Dealers' Association, of New York, has been now practically wound up, by the distribution of a final dividend of 3 per cent., making a total of 18 per cent. paid to creditors, some of whom, however, were also stockholders, and who lost the whole of their inveastment.

• • •

John E. Sutter, of Louis P. Sutter & Bros., has gone on a two weeks fishing expedition to Nova Scotia. He had spent a day last week in Philadelphiia, where the house has a large patronage. Mr. Thompson, the Pennsylvania representative of the house, is now covering that territory and Baltimore.

VOGT A SUICIDE.

Resident Manager of A. T. Co. at Louisville Shoots Himself.

Louisville, Ky., June 22.

Charles C. Vogt, resident manager of the American Tobacco Co., and for years identified with the tobacco industry of this city committed suicide this week by shooting himself. Ill health is supposed to have been the cause of his action.

Rutherford Clear Havana Cigars
are sold by successful dealers.
There is a Reason.

E. A. CÁLVES & CO. ....IMPORTERS of C HAVANA, 123 North Third Street PHILADELPHIA

A. COHN & CO.
IMPORTERS OF
Havana and Sumatra
PACKERS OF
Seed Leaf Tobacco
and
Growers of Georgia Sumatra
142 Water Street, New York

ENOS SMITH EDMUND H. SMITH
Hinsdale Smith & Co.
Importers of SUMATRA and HAVANA and Packers of CONNECTICUT LEAF **Tobacco**
125 Maiden Lane
ESTABLISHED 1840 NEW YORK CABLE: "NARGIL"

P. & S. LOEWENTHAL
Packers of
Seed Leaf Tobacco
AND Florida Sumatra
No. 138 Water Street, NEW YORK

FARNHAM & REYNOLDS
Home Office: ADDISON, N. Y.
Packers of Finest Big Flats and Onondaga **Cigar Leaf Tobacco**
Warehouses: Addison, N. Y. Big Flats, N. Y. Meridian, N. Y. E. Hartford, Conn.
CONNECTICUT HAVANA SEED

TOBACCO TRUST PROSECUTIONS.

Government to Bring Proceedings to Test Its Methods. The Retail Chain Stores May be Reached.

Washington, D. C., June 24.

The tobacco trust is to be the next combination against which the Government will bring proceedings in the United States Court for violations of the Sherman Anti-trust Law. The operations of this trust, and particularly its selling methods through which it has been alleged all competition has been stifled and driven out of business have been under investigation for several months by special agents of the Department of Commerce and Labor and by J. C. McReynolds, former Assistant Attorney General.

When the Department of Justice some months ago began an active inquiry into trust methods of business following a special appropriation by Congress for that purpose Mr. McReynolds, who had made a specialty of that class of work, was prevailed upon to give up his place in the department and become special counsel in trust cases. He was assigned to the tobacco trust inquiry and has devoted a vast amount of time to a study of the operating methods of the American Tobacco Company, commonly known as the tobacco trust.

Mr. McReynolds was at the Department of Justice Saturday, and had a long conference with Attorney General Bonaparte and Mr. Purdy, assistant to the Attorney General. Officials declined to discuss the object of Mr. McReynold's visit, but it is known that the tobacco case was under consideration. The papers in the case are about ready, and all the testimony has been carefuly gone over. It is believed that the suit will be brought within a very short time, in which the Government expects to show that the tobacco trust has been conducting its business in violation of the anti-trust law and combining to prevent that free competition which the law they are charged with violating is supposed to guarantee.

Although the prosecution will be inaugurated at once in the United States Circuit Court in New York city, it will be in the form of a bill of complaint, setting forth that the American Tobacco Company not only has monopolized the wholesale tobacco trade of this country, but it also has control of the retail business, and that it is resorting to unlawful and unscrupulous methods to drive competitors to the wall. The bill of complaint will ask the court to issue an order dissolving the trust.

If the initial prosecution proves successful the United Cigar Stores Company may then be attacked in a similar manner.

To Henry W. Taft, the brother of Secretary Taft, and James C. McReynolds, special attorneys for the department, is given the credit of having elicited the definite declaration that the United Cigar Stores Company is a corporation controlled by the American Tobacco Company which owns $600,000 of the $900,000 of the common and all of the preferred stock and most of the bonds. The method of the tobacco trust in entering the retail trade is to purchase in the name of the United Cigar Stores Co. the business of a jobber and retailer and make a contract with him not to engage in the tobacco business again.

A strong case has been made out by the Government against the trust, and the officials of the Department of Justice are convinced that the Government will win. Unless the tobacco trust appeals to the Supreme Court, the case should be disposed of within six months.

JOSH BILLINGS
5c. Cigar
"There hain't none better than the best."
—JOSH BILLINGS.
This Is the Best.

A cigar of merit with a push behind it.
The Best Little Cigars ever offered the American public.

Golden Eagle Cigars

They are extra large, Havana blend, and of perfect workmanship.
Finest package.

I. LEWIS & CO.
Makers,
Established 1870. Newark, N. J.
Z. JOHN NORRIS,
Manager of the Philadelphia Office,
111 Market St.

For Genuine Sawed Cedar Cigar Boxes, go to
Monroe D. Sellers, KEYSTONE CIGAR BOX CO., SELLERSVILLE, PA. Established 1880

Established 1881 —THE— Incorporated 1902

TOBACCO WORLD

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PHILADELPHIA, JUNE 26, 1907.

AS TO STEALING TITLES.

The way certain cheap cigar manufacturers—and especially some in Western Pennsylvania and Eastern Ohio—appropriate registered cigar or tobacco brands to their own use, is open to both criticism and condemnation. As the laborer is worthy of his hire so also the honest cigar manuafcturer is entitled to an exclusive use of his registered cigar and tobacco titles and it is unfair, to put it mildly, for any other manufacturer or jobber to appropriate the same without leave or so much as a "thank you." The old and overworked excuse: "I did not know the title was being used" is inexcusable, inasmuch as with very little effort and expense any cigar or tobacco manufacturer can easily ascertain if he has a right to the use of a title or whether in all honesty, said title being registered and used, if he should not leave it severely alone. The deliberate appropriation to his own use of another manufacturer's cigar or tobacco brand, constitutes the larcenous appropriator, a trade evil and one to be avoided. If he is tricky in one thing he will be apt to be in another. A contemporary, referring to the theft of trade titles and ideas says:

"When a man has made a good useful product, put it on the market, advertised it and made a success of it, the man who comes along and imitates it in cheaper, inferior article and takes a name so close to the original as to be confusing to careless buyers, he is to all intents and purposes a thief, whether he ever goes behind bars or not. He steals another man's ideas and the profits from them that naturally belong to him, thereby becomes a moral thief. This class of wrong doers usually take care to keep just within the limits of the law, so they are hard to punish by the courts, but the open court of public opinion ought to attend to their case and punish them in the most effective way, by ignoring them entirely. Do not deal with makers of cheap substitutes, if you would not support and encourage a moral thief!"

All of which The Tobacco World endorses and recommends to the consideration of cheap cigar manufacturers who are marketing their goods under other men's titles.

SCORE ANOTHER FOR TOBACCO.

From statistics gathered by a New Orleans student of economics, he concludes that one person in every 900,000 of population goes crazy from excessive indulgence in alcohol and tobacco. Ninety per cent. of the insane are made so from excessive indulgence in alcohol and drugs. As to alcohol and drugs The Tobacco World is not concerned in this article, the point we desire to make being that if only one person in 900,000 of population is mentally unbalanced through excessive use of tobacco (with alcohol) all the tales told by anti-tobacco folks about the weed being a nerve and brain destroyer is untrue and nonsensical. If some of the blatant demagogues would learn to smoke good tobacco in moderation we venture to say they would have a better quality of brains even if they had no increase of that useful grey substance.

FORGET IT!

"For" and "against" are the two divisions of friends and foes of the cigarette—the tobacco and rice paper roll which has come in for a large share of public attention for many years. A peculiarity of the "foes" of cigarette smoking is that most of them have never smoked cigarettes and of course they are cock sure that they are harmful, dangerous and poisonous. On the other hand, that large class of moderate cigarette smokers, who manage to attain a ripe old age as a general rule, enjoy their cigarettes, suffer no damage to body or mind and give no heed to the anti-cigarette crusaders. It is as true of cigarette smoking as it is of many other indulgences that if smoked or taken to excess, evil or harm will follow, not because cigarettes or indulgences per se are harmful, but because the indulgee—the one who lets appetite run away with him—is at fault. Cigarette smoking is generally conceded to be harmful to the young, and so too are coffee drinking, wine-bibbing and a dozen other things, but to the average man cigarette and tobacco smoking is harmless; in fact it is more often a pleasurable benefit and solace, and all that the pedagogic anti-cigarette and tobacco crusaders can do and say will not prevail against their use. With so many right down out and out evils in the world to eradicate and overcome, it seems odd that so many evil-eradicators tie up to condemning cigarettes—an easy task at all times. Are the anti-cigarette crusaders lazy that they do not battle with more evilish evils? Belittling cigarettes and tobacco by the crank and fanatical "antis" becomes tiresome. Why don't they "forget it?"

THE LOCAL TOBACCO NEWS

The local retail trade scored a good business during the past week, but again they are lamenting. The fact that it is already so close to the usual vacation season, when their sales usually fall off, is already causing some anxiety. If it should come to pass that the summer develops into an excessively warm one, it is very likely to have the effect of driving trade out of town, and having had only a short and dull spring business they have good cause for anxiety over a prospective poor summer season.

It is probably rather a difficult thing for the weather dispatcher to send just the kind that will suit everybody at the same time. It has been freakish enough of late, but yet it is not quite what is wanted, and as it is, the soda water dispenser has rather the best of the out and out cigar dealer.

Cigar manufacturers are not finding much fault with present events, and in fact not a few find themselves so thoroughly occupied that they have not time to think of trouble. They are, however, having just a little trouble of their own, about which they don't care to say any more than they must. It is with the Government, in requiring of them certain conditions, which requirement they say, is at the present day and under existing conditions a serious menace to their wellbeing. Furthermore, it has been put up to them in such a way that they are chafing under the severely stringent rules now sought to be enforced.

A call was issued by representatives of several of the more important manufacturers in this vicinity, which read as follows:—

Philadelphia, June 17.

Dear Sir: You are no doubt familiar with some of the recent decisions of the Hon. Commissioner of Internal Revenue, also some interpretations of the present laws regulating the business of manufacturing cigars, which we know are entirely inadequate.

The resulting conditions are such that it has become a matter of extreme necessity for some action to be taken to secure such revisions as are fair and equitable to all concerned.

At a recent meeting of a few of the manufacturers of the First District of Pennsylvania a committee was appointed for the purpose of looking into ways and means whereby this result could be accomplished.

The undersigned committee, after thorough and careful consideration, found it necessary, first, to form an organization of the cigar manufacturers of the First District of Pennsylvania so that, as a unit, our rights would be more readily recognized, and, second, out of the funds of such an organization, to employ counsel to represent us in Washington.

In order to organize such a body, you are earnestly solicited to be present at a meeting called especially for this purpose at the Bingham House, Eleventh and Market streets, Philadelphia, Thursday morning, June 20, 1907, at 10.30, and to notify any other manufacturers who may be interested.

Respectfully,
Harry Dietsch,
Representing Otto Eisenlohr & Bros., Philadelphia.
Ferdinand Sommers,
Representing H. Sommers Co., Quakertown, Pa.
J. P. Kline,
Representing L. B. Miller & Co., Red Hill, Pa.

In response a meeting was held at the Bingham House Eleventh and Market streets, on Thursday morning last. Although the attendance was not as large as had been hoped for, assurances had been received from nearly every important manufacturer in the district that they heartily endorsed the movement. Small as the attendance was there was no lack of enthusiasm on the part of those present, and the foundation of a formidable organization has probably been laid.

Officers were chosen in the persons of H. Dietsch and Ferd. Sommers as temporary chairman and secretary, respectively.

The chairman appointed a committee of five members on organization, as follows:—John N. Kolb, of the Theobald & Oppenheimer Co.; J. P. Kline, of L. B. Miller & Co.; J. M. Rodgers, with Birdsall & Adams; A. F. Quinn and W. K. Roedel.

This committee is scheduled to meet next Thursday evening to formulate further plans for aggressive action, after which a notice will be issued to every manufacturer in the district who may be interested in the movement, and a final organization meeting will be held.

The idea of an association of cigar manufacturers in this city is not new, but no organization of any kind has existed among them for some years past, and it has been pointed out that never before did the conditions indicate the actual necessity of organized effort to counteract and relieve by reversion certain requirements now being more fully enforced in a manner highly inimical to the interest of the industry.

Once the spirit and enthusiasm of the local trade becomes thoroughly aroused there is good reason to hope and believe that an organization will develop that will be a credit to the trade and be a power for good to the entire industry.

For the second time within nine months the immense cigar box manufacturing establishment and lumber plant of the H. H. Sheip Mfg. Co., at Sixth and Columbia avenue, was damaged by fire, on Saturday afternoon last, causing a loss estimated at $150,000, but which is covered by insurance.

The fire burned with remarkable rapidity and in a short time valuable machinery, finished stock and costly timber were destroyed.

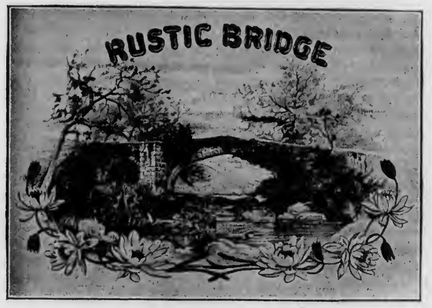
The flames were discovered shortly before 3 o'clock in the dry kiln of the establishment. It is thought they originated by reason of the high temperature steam pipes in this particular room igniting the wood work. In less than half an hour the fire, fed by the large quantity of cedar wood stored in the plant, spread with such rapidity that three additional alarms were sounded in rapid succession.

The intense heat from the fire, together with the high temperature of the day, was a great handicap to the firemen. They fought the flames in relays and a large staff of physicians was on hand to render aid.

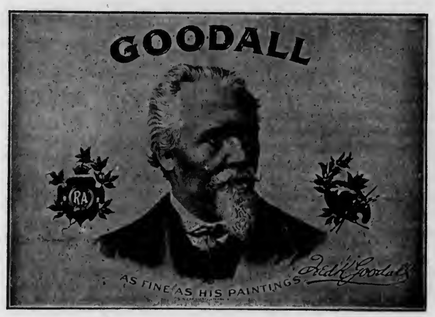
The smoke entered the houses in the immediate vicinity of the box factory and became so dense that the occupants left their homes and went into the streets.

The building in which the fire originated is a long two-story structure extending from Columbia avenue about two hundred and fifty feet on Sixth street. Adjoining this and facing on Columbia avenue is a six-story brick building, which was licked by the flames

W. A. LAHR



Wholesale Cigar Manufacturer



Red Lion, Penna.

Get our prices, and make a fair comparison with those of other factories.

Correspondence invited with the Wholesale and Jobbing Trade.
Samples Free to Responsible Houses.

We believe in Honesty, Good Workmanship, at fair prices to all. Correspondence Solicited

THE OLD HONESTY CIGAR BOX CO., C. W. Bucks, Gen. Mgr.
Rear 634 Washington Street, Reading, Pa.

The Miami Valley Leaf Tobacco Co.
ALLEN H. REEDER — DAYTON, OHIO — STANLEY M. KROHN
Packers of Cigar Leaf Tobacco
1903-4-5 Zimmer Spanish, 1905 Gebhardt, 1905 Dutch, 1905 Connecticut, etc.

and for a time threatened. Another building on Randolph street escaped damage.

Fortunately there were but few men in the place when the fire broke out. Saturday being a half holiday, the seven hundred hands employed in the factory had quit work some time before the fire was discovered. At 4 o'clock the flames were finally gotten under control.

Had it not been for the fact that the fire occurred at a time when few people were in the premises, fatalities might have easily occurred. As it is an Assistant Fire Chief and his driver had a narrow escape from perhaps fatal injuries while the horse which was pulling the vehicle was killed, as a result of a collision with an automobile at Mervine street and Columbia avenue. The chief and the driver were thrown out, but escaped with a few bruises and proceeded to the fire in a trolley car.

The Theobald & Oppenheimer Company took title last week to two two-story factory buildings and a lot 88 feet 5 inches by 166 feet, at the northeast corner of Fourth and Cambridge streets, for $35,000, from Rachel G. Davis. It is assessed at $24,500.

A Tobacco World representative has observed that a rather extensive operation has been commenced by an out of town manufacturing house, through its local manager, to help along the sale of its goods.

The plan adopted, while not altogether new, is being so systematically carried out that its effect is being felt in a most substantial way—that of increased orders for the goods from dealers.

F. B. Robertson, Factory Representative of the Manchester Cigar Mfg. Co., of Baltimore, who are the makers of the Match It cheroots and Manchester Stogies, has been conducting the campaign which consisted in part of the preparation of a certain number of envelopes, on which were printed or stamped the names of certain dealers, and in the envelopes were enclosed one each of the cheroots and stogies. The samples thus prepared were then deliverd to the dealers and by them distributed.

That the plan has proven successful has been evidenced by the fact that an actual increased demand has been experienced by those dealers who have so far been reached by this method, and the plan is to be extended to cover the whole city more or less thoroughly.

It has developed, however, during the progress of this exploitation, that retail dealers finding a demand for the goods and requesting them from their respective jobbing houses, were not always accommodated with a supply, particularly the Manchester Stogie, it appearing that not every jobbing house had them in stock.

When complaints were lodged with Mr. Robertson, the representative here, he felt it his duty to supply the needs of the dealers in some way, even if it could not always be done directly through jobbers.

D. J. Millett, 1426 Ritner street, has fitted out one of the most attractive stores in the whole of the down town section. A line of fine goods and a carefully kept store make an attractive combination at all times, but Mr. Millett has also thrown a strong personality into his place, and it is fast becoming a popular rendezvous for down towners.

There is perhaps not a happier retailer in town today than Joseph Way, notwithstanding his three stores and hotel stand. It has become almost a password in the trade that whatever "Joe" undertakes is a success before he begins. But like the Napoleons of all times, he too, recently met his "Waterloo." Things were going along pretty lively one day, not long ago, and Joe actually tried to be at the three stores at one and the same time. It was perhaps the first time in his life that he failed in his undertaking, but he did in this one.

He took the defeat philosophically, and sitting down he began to figure out how he could get his new cigarette Mask and Wig on the market quickly. It is said he has solved this problem, and the goods will soon be in.

Between his two stores—one at 70 North Twelfth street and another at Thirteenth and Silver streets—James Stead is doing a double turn quite successfully. He is in proximity to several United stores, but feels no ill effect.

A. K. Moore, Seventh street above Chestnut, fully corroborated the statement that retailers generally, and particularly in the central business section of the city, have had a very satisfactory trade for the past week or two.

Shipton & Payne, North Fifth street cigar jobbers, have installed an electric flash light sign advertising this week the Match It cheroots. The scheme in connection with the sampling the firm was doing worked admirably, and now the sales of the goods are jumping way up.

The Boch & Griffin Co. have taken possession of their cigar stand "In the Corridor" of the Real Estate Trust Building at Broad and Chestnut streets, and are open for business, although the formal opening will not take place before Saturday next, June 29, for which occasion elaborate preparations have been going on for some time.

Application has been filed with the Commonwealth of Pennsylvania for a charter and the business will be incorporated under the name of the Boch-Griffin Co., the applicants for the charter being R. W. Boch, N. M. Griffin and M. E. Stern.

Constitution Seed and Havana stands for Quality and Workmanship. Remember that.

John W. King, formerly a representative of the American Tobacco Co., was a recent visitor in this city, representing the clear Havana manufacturing firm of Cuesta, Rey & Co., of Tampa, Fla. Mr. King has a large personal acquaintance in the trade and was cordially received.

A. C. Eisenlohr, of Otto Eisenlohr & Bro., has been in ill health for some time and after the excitement incident to the inscriptions of Sumatra tobacco at Amsterdam, several of which he attended during the earlier part of the season, he became worse. He is now recuperating at Hot Springs.

Qboid, a granulated cut plug smoking tobacco manufactured by Larus & Bro. Co., of Richmond, is meeting with an exceptionally good sale here. Not only are the goods on sale at every independent retail store in the city, but the demand has been so strong that even the United Cigar Stores Co. were obliged to carry it, and find it almost impossible to keep a sufficient supply on hand.

B. Podolnick is the last addition to the cigarette salesmen force of Arthur Hagen & Co, and began his new duties on Monday. Mr. Podolinck is already widely known in the down town districts, and it can be reasonably expected that he will develop a strong following in that section.

Leopold Loeb, of Loeb-Nunez Havana Co., returned last Saturday from his trip to Havana.

Announcement has been made of the engagement of Fred. Hipple, of Hipple Bros. & Co., leaf dealers, to Miss Esterley, of Pottsville.

Charles Moulter, of Buffalo, N. Y., arrived in this city this week, to remain some days. Mr. Moulter is offering on this market a large line of Wisconsin tobacco.

H. Dolinsky & Sons, of this city, are the victors of a highly interesting lawsuit, which, although pending for nearly two years, was brought to a successful termination last week. The firm are packers and dealers in leaf tobacco and have been for some years packing, from time to time certain lots of tobacco in what is known as the Connecticut Valley, but which valley extends considerably into the State of Massachusetts.

About two years ago, so the story goes, Harry Dolinsky, of this firm, was driving through the State of Massachusetts looking at various lots of leaf tobacco. He was accompanied by the firm's local broker or buyer. They happened to come across another buyer named B. M. Warner, and during the course of a conversation Mr. Warner mentioned a certain crop of tobacco and urged Dolinsky to look at it. Dolinsky is said to have remarked that he did not wish to interfere with any deal Warner had in prospect, and is said to have been assured by Warner that it would not interfere at all with any of his plans. The result of his visit to that particular farm, which is owned by a Mrs. Haskell, of Brooklyn, N. Y., but managed for her by a Mr. Hargraves, a locally well known raiser of tobacco, was that Mr. Dolinsky was so well pleased with the appearance of the crop that he eventually bought the goods, had them delivered to a warehouse and proceeded to pack the same. At this point, however, Mr. Warner instituted proceedings against Dolinsky & Sons, and under an antiquated statute of Massachusetts alleging interference with contract, and claimed that Dolinsky had bought the goods knowing that he had also agreed to take them at a certain price, and having failed to receive the crop that he was injured and brought this action to recover damages alleged to have been sustained. In order to hale the Dolinskys into the Massachusetts courts the plaintiff caused an attachment to be isssued on the tobacco in the warehouse.

As has been said, it was not until about two weeks ago that the case finally came up for trial. Both sides had employed the most able counsel obtainable, and the case was most bitterly fought from start to finish and resulted, as has been said, in favor of Dolinsky and with costs placed upon plaintiff.

It seems to be a notorious fact that packers of leaf tobacco attempting to do business in Massachusetts and unfortunately becoming involved in litigation have almost invariably met with reverses in any attempt to secure relief. The case was tried in the Superior Court of Massachusetts before Chief Justice Aiken and even the Justice's charge to the jury was generally regarded as rather partial to the plaintiff, but notwithstanding this, the jury, constituted mostly of farmers, after a comparatively short deliberation, rendered a verdict in favor of the defendant—Dolinsky.

Needless to say that Dolinsky & Sons naturally feel elated at the result of their fight, and feel also that they have rendered a valuable service to the leaf trade at large in having established an illustrious precedent.

PHILADELPHIA LEAF MARKET

While no particular animation has developed in the local market during the past week there has been a slight increase in activity, due probably to the fact that there is now a better prospect for a fair crop of tobacco this year, in which event the market may eventually be affected to a greater or less extent.

Not that prices have yet been anyway affected, but goods are being more freely offered, from which it seems evident that the fears entertained in some quarters for some weeks that there might perhaps be practically no crop at all have been allayed.

Sumatra has been fairly brisk in both old and new goods.

The Havana market has not changed materially since our last report.

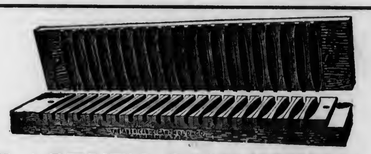
CIGAR RIBBONS
Manufacturers of Bindings, Galloons, Taffetas, Satin and Gros Grain
Largest Assortment of Plain and Fancy Ribbons
Write for Sample Card and Price List to Department W
WM. WICKE RIBBON CO.
36 East Twenty-Second St., NEW YORK

L. J. WOLF,
Manufacturer of
CIGARS and STOGIES
For Wholesale and Jobbing Trade
Short Filler Stogies, $7.75 per M.
WOLFSBURG, PA.

SIGNS! SIGNS! SIGNS! SIGNS! SIGNS!
SIGNS
CLOTH, ROPE FIBER and CARD-BOARD SIGNS and PAPER POSTERS, In Weatherproof Colors.
TRY OUR FOLDED EDGE SIGNS. Write for Prices and Samples.
THE MASSILLON SIGN & POSTER CO. MASSILLON, O
SIGNS! SIGNS! SIGNS! SIGNS! SIGNS!

T. J. DUNN & CO.
Makers of the
BACHELOR CIGAR
401-405 E. 91st Street, NEW YORK

Joe Endress, Jr. — A. C. Kercher
Pioneer Leaf Tobacco Co.
Germantown, Ohio
Packers of CIGAR LEAF TOBACCO



SAVE AGENT'S COMMISSION
Why should the Cigar Manufacturer pay Agent's Commission? We furnish All Shapes of the Best Grade Cigar Mold, direct to Manufacturer and will duplicate exactly any shape you are now using.
Send for our Catalogue of 1,500 Shapes
The American Cigar Mold Co., Cincinnati, O.

Santiago Factory Burned.

Santiago, Cuba, June 19.

A disastrous fire has occurred in the Picote Tobacco Factory of Rovira & Fontanals here, and the entire business district had a narrow escape from being destroyed. The cause of the fire is not known.

TRADE MARKS REGISTERED.

ARTISTS CLUB 15,400
For smoking tobacco. Registered June 11, 1907, at 9 a. m., by Frederick Hoch & Co., Philadelphia, Pa.

SIR CONAN 15,401
For cigars. Registered June 11, 1907, at 9 a. m., by C. S. Turner Co., Philadelphia, Pa.

ARMY & NAVY 15,402
For cigars. Registered June 13, 1907, at 9 a. m., by George M. Burns, Philadelphia, Pa. Re-registration.

THE GUTENBERG CLUB 15,403
For cigars. Registered June 18, 1907, at 9 a. m., by Phillip W. Unger & Co., Philadelphia, Pa.

FRATERNITY RIBBON 15,404
For cigars. Registered June 19, 1907, at 9 a. m., by Central Litho Co., Cleveland, O.

ANTI-NICOTINE CIGARETTE CO. 15,406
For trade name. Registered June 20, 1907, at 9 a. m., by L. Cohen & H. Friedberg, Philadelphia, Pa.

STERLING FRIENDS 15,407
For cigars, cigarettes, cheroots, stogies and tobacco. Registered June 24, 1907, at 9 a. m., by Z. John Norris, Philadelphia, Pa.

Rejections.

Nobetto, Antler's Club, Old Trusty, Pioneer, Old Timer, Old Reliable, Seaside, Sea View, Jack Horner, Ambassador.

—Military authorities in Italy consider tobacco one of the comforts essential to the soldiers, and cigars are served out to them with their rations.

SPECIAL NOTICES.

To Manufacturers of Cigars:
If you have any
Cuttings, Scraps or Siftings
to sell, write us.
We are at all times in the market as Cash Buyers of all these products.
EDWIN L. KOPPELMAN CO.
7-6-1h 81 Pine St., New York.

FOR SALE.—On account of other interests, manufacturer will sell his Stogie Manufacturing Business of $30,000 to $40,000 per year; established 20 years. Equipment, trade marks, labels, etc., offered in their entirety, or present proprietor will take entire output, and continue to market the goods. A good chance for an energetic business man. Address Success, care of The Tobacco World, Philadelphia. 4-17tf

STERNFELD & LEUSCH
No. 36 LaSalle Street, CHICAGO
Agents for Union and Non-Union Cigar Factories. Correspondence with Manufacturers invited. 6 5lh

WE PURCHASE Cigar Molds—undesirable shapes—such as No. 16,261, No. 8,832, No. 8,569. Write us, stating what you have and the quantity. Winget Mfg. Co., York, Pa. 12-12tf

WANTED.—100,000 American Tobacco Co. Tags or Certificates; will pay the highest prices. Write how many you have. Address F, care of The Tobacco World, Phila. 6-26a

WANTED—By a prominent Chicago broker, a line of Union cigars to sell to big jobbing trade at $20 and upwards. Only large and reliable manufacturers need apply. Address Box 15, care of Tobacco World, Phila. 5-29r.

Rutherford, Constitution, Hunter—a strong trio.
El Draco Cigar Mfg. Co., Philada.

Perfect Bunching Machine

SIZE, 16 BY 10 INCHES---WEIGHT, 18 POUNDS

Dear Sir:—You may have used Bunching Machines, and they may not have been satisfactory. Neither were the first mowing machines, or the first sewing machines; but could the farmer today get along without a mowing machine, or your wife get along without a sewing machine? They are both **Simply Perfect**, and do all that is asked of them.

That is the story of our Bunching Machine; it is simply perfect, and we call it the PERFECT BUNCHING MACHINE, and it does everything that is asked of it.

Now, if this little machine is all we say it is (and we are prepared to prove it), and will help you to make more money than you are now making, help you to increase your output and effect a saving in cost of production, you surely, as a business man, should be willing to let us tell you more about it.

Will you write us? Or, call at our factory, **No. 132 South Sixth Street, Philadelphia**, any day, and see this machine in practical operation.

Yours respectfully,

The PERFECT BUNCHING MACHINE CO.

For Gentlemen of Good Taste

SAN FELICE

5c. A HIGH GRADE CIGAR FOR 5c.

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

THE DEISEL-WEMMER CO., Makers

LIMA, OHIO

BOSTON BREVITIES.

(Concluded from p. 11)

out for a few months, and they seem not to care whether the strike runs any length of time or not. I learned at one of the large jobbing houses here that the Quincy cigars are beginning to get scarce and this is judged by the jobbers' orders for same being much cut down when ordered in too large a quantity.

There is hardly a week goes by that there are no association conventions being held here; the headquarters is usually the American House. This week the A. O. U. W., Jr., and the Hardware Dealers' Association are holding their conventions here. Last week the Retail Druggists' Convention held sway at Magnolia, and I understand the American Tobacco Co. had some of the salesmen there sampling their new House of Lords cigarettes.

The pipe smokers have of late been patronizing various brands of can smoking mixtures, and on my rounds I heard that there is a big improvement in the sale of high grade smoking mixtures.

A handy pocket cigarette making machine, retailing at 50 cents each, is taking hold nicely here. One of our cut price druggists tells me he has sold over three dozen in the past two weeks and the customer usually buys his cigarette paper and tobacco at the time he buys this mechanical device.

A small printed slip of paper is now being packed in every package of the Ramleh cigarettes, announcing the fact that on and after July 1, the name of the cigarette will be changed from Ramleh to Helmar (Ramleh spelled backward).

The Watch and Ward Society are still after the cigar dealers handling obscene post cards. This week a cigarist on Atlantic avenue and one over in Chelsea were haled to court and in each instance the fine was 100 plunks.

Big Brothers cigarros, which were formerly packed 5 for 10 cents are now packed 4 for 10 cents, and in each package is a coupon redeemable for presents. All of Jaynes' drug stores are featuring these goods in their window displays this week. Since the price advance to $1.80 per m. on Big Brothers many tobacconists refused to handle same.

Stephen G. Ruth, of the Allen Tobacco Co., New York, is in town for a few days, going the rounds with George Russell.

George Bush, salesman for C. E. Ellis, maker of the Lobster cheroots, who was on the sick list for the past twelve weeks, is out and about once more. Mr. Bush expects to work the principal towns in Connecticut next week.

J. S Perlstein, manager of the little cigar department of the American Cigar Co., has just returned from a very successful trip taking in Providence, Worcester and Springfield. He reports that the sale of the Royal Bengals is largely on the increase in his territory. The new window displays are showing good returns.

Sam Marcuson is busy taking orders for Samaris, the Khedivial Co.'s latest brand. It is certainly making a hit in Boston.

H. J. Mandel, of Rosenthal Bros., and several other progressive tobacconists are featuring the C. E. Barker Manufacturing Co., of New York, Gold Bond certificates, and report they are trade bringers.

A creditors' petition has been brought against George W. Justus, known also as the Boston Pipe House, by Julius Weis and others holding claims amounting to $1,027. Mr. Justus has been in business for many years. He was formerly in partnership under the style of Justus & Gould, and at one time operated the cigar store now occupied by the United Cigar Stores Co. on Causeway street near the North Union Station.

The Mentor Co. here, makers of the Mentor and Ramly cigarettes, report that orders are coming in from all parts of the country for their Ramleh cigarettes, and they are finding it hard to fill same promptly. A. H. Hillman & Co., the New York jobbers, are especially keeping them busy. Their output is 250,000 cigarettes a day, and they are being shipped out as soon as packed in the boxes.

Erlich & Kopf are again featuring in their window display A. M. Pacholder Co.'s St. Urban, 10 for 10 cent cushion top package of little cigars.

C. R. Lovell, of New York, representing Imhoff & Co., Denver Pa., and other Pennsylvania concerns, is calling on the jobbing trade.

L. Shapiro has returned from a successful trip to Lowell, Lawrence and Haverhill, where he did some effective missionary work on the Ware-Kramer Co.'s White Rolls cigarettes. All of our Boston jobbers are finding the White Rolls good duplicators, and before long they will be on a par with the sale of Sweet Caporals, which is going backward here.

Ben Ali.

BOSTON STRIKE OFF.

All the Factories Except One Resume Operations.

Boston, June 24.

The Boston cigar manufacturers, with possibly one exception, have complied with the demands of the Strippers' Union, and operations are expected to be resumed tomorrow morning. The one exception was the firm of Henry Traiser & Co., makers of the popular Pippin cigars, whose output is in the neighborhood of 75,000,000 per annum.

Leaf Tobacco Markets

BALDWINSVILLE, N. Y.

The warm weather of the past few days has made a great improvement in the plant beds, the plants in many of the beds being ready for transplanting. A few growers have commenced setting and the next few days will see many of the fields set out.

CONNECTICUT VALLEY.

At last the season has changed and has brought us days that are warm, although the nights continue cold, but they are much warmer than they were a week ago. Tobacco that was set a week or ten days ago has grown but little very until within a day or two. Within three or four days a good many acres have been set out, and the number left unset begins to look quite small and with this warm weather next week will see the bulk of the setting done in this locality, and what is unset June 22 will hardly amount to much, so it is said by those who calculate to finish by that date.

I hear of several who will either finish Saturday, or very early in the following week. Now after we have fretted and fumed because of the lateness of the season, we find that the time is not so bad after all, but we have become so used to seeing so much set in the month of May, that we really supposed tobacco set after the middle of June would amount to but very little. But now the beds are coming along so fast that the growers can pull the plants about as fast as they can set them in the fields and an acre or two each day soon reduces the look ahead very fast.

Our correspondents write:

Conway, Mass., June 16: "Tobacco setting is pretty well along here now, and the balance will be put in this week. It has been so cold nights that tobacco could not grow much, but it is getting rooted, so that when warm weather comes it will grow right along. Very few cutworms troubling so far."

Wethersfield, Conn., June 15: "No tobacco transplanted as yet, so far as I know, and I hear of no plants that are large enough. Rather discouraging weather for tobacco or any other crop."

North Hatfield, Mass.: "In this town it is estimated that an increase of 200 acres is intended, at least so it is reported. Right in this locality I think that fully 50 per cent. of the crop has been set, some are talking as high as 60 per cent. of the whole town has been set. This week will see quite a number of the growers finishing, and hoeing will become the order of the day. Some fields are so dry that boating is necessary before setting owing to the dry condition of the soil. The crops here all need rain. The price of plants has fallen to $1 per thousand, and every day now the price will be lowered."—American Cultivator.

EDGERTON, WIS.

The planting of the new tobacco crop has now fairly started in most of the growing sections of the State and from this on will be pushed with all possible dispatch, as this work is close on to two weeks behind the average season. The weather if the week has been exceptionally favorable for the rapid advancement of the plant beds, which are now making such phenomenal growth as to crowd the preparation of the fields. Severe storms, however, have done some injury to the beds, through hail and heavy rain falls in a few localities. The soil is in excellent shape for transplanting and with moderate temperatures a good stand ought to be secured.

It is already evident there will be a shortage of plants of sufficient size to get out the contemplated acreage within the ordinary limits of the planting season, but just how much a decrease cannot be determined at this time.

The conditions of the cured leaf markets remain unchanged and a dull business is reported both among local packers and in the Eastern centers as well. The recent warm days have started the warehouse bulks into a sweat that will continue until the curing is complete.

Shipments 800 cases.--Reporter.

HUNTER 5c. Cigar
is successful with successful dealers.
El Draco Cigar Mfg. Co., Phila.

J. B. MILLEYSACK
Manufacturer of
Fine Havana Hand-Made CIGARS
No. 821 Lake Street
LANCASTER, PA.
Correspondence with the Jobbing Trade solicited.

ESTABLISHED 1889 INCORPORATED 1902
A. B. HESS CIGAR CO.
SUCCESSORS TO
J. E. Sherts & Co.
LANCASTER, PA.
Manufacturers of
High Grade Seed and Havana
Cigars

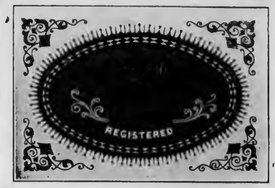
CORRESPONDENCE INVITED FROM RESPONSIBLE HOUSES

The Gilt Edge
Cigar Box Factory
CIGAR BOXES
SHIPPING CASES
LABELS
EDGINGS
RIBBONS
J. FRANK BOWMAN
Cigar Manufacturers' SUPPLIES
of All Kinds
51 Market Street
LANCASTER, PA.
Daily Capacity: Five Thousand Boxes

W. H. RAAB & SONS
MANUFACTURERS OF
High Grade Cigars.
LA CUBANA CIGAR FACTORY No 463
75,000 PER DAY
ESTABLISHED 1871
DALLASTOWN, PA.

The Ideal Cigar Made in an Ideal Way

Stephen Day
5c. Brand
Is Strictly Union Made
Ideal Cigar Co.
CENTENNIAL, PA.

All Jobbers Who Handle Travellers Tips


Say it Always Moves Well
"A Good Five Cent Cigar"
Abbott Cigar Co.
ABBOTTSTOWN, PA.

E. RENNINGER
Established 1889
Manufacturer of High and Medium Grade
Cigars
Strictly Union-Made Goods. Denver, Pa.

Lithographers and Printers
322-326 E. 23RD ST.
SAMPLES & PRICES FURNISHED UPON APPLICATION
IN STOCK AND TO ORDER
Krueger & Braun
CIGAR LABELS and BANDS
NEW YORK

It Will Remove Rankness from Tobacco

Take Away Mustiness and Give Cigars Havana Flavor.
CHASKEL'S SPANISH BETUNE
Is specially adapted to give that Peculiar Sourish Effect desired. Chaskel's Flavors the Cheapest in the market, considering what they do.
A Card Will Bring More Information and Prices.
Chaskel Chemical Works
265 West Broadway, New York

CIGAR BOXES
PRINTERS OF ARTISTIC CIGAR LABELS
SHEIP & VANDEGRIFT
Manufacturers
814-826 LAWRENCE ST.
PHILADELPHIA
SKETCHES AND QUOTATIONS FURNISHED
WRITE FOR SAMPLES AND RIBBON PRICES
CIGAR RIBBONS

Growers and Packers of
HIGHEST GRADES
CONNECTICUT HAVANA SEED

The Krohn Tobacco Co.
(of WINDSOR, CONN.)

Our Plantations are in the most famous growing section
Fine Handling Superb Quality

Address: F. B. GRIFFIN, Manager, NORTH BLOOMFIELD, CONN. —OR— A. H. REEDER, President, P. O. BOX 574, DAYTON, O.

Established 1895 Telephone Connection
T. L. ADAIR
Manufacturer of
Fine Cigars
Red Lion, Pa.
Special Lines for the Jobbing Trade

W. W. STEWART & SON
Reading, Pa.
Makers of the

JOHN HAY
LADY HELEN
10c.
JOHN HAY, Jr.
ELI PERKINS
5c.
High Grade Seed and Havana Cigars
Correspondence with Responsible Houses Solicited

L. J. SMITH & CO.
Wholesale
Cigar Manufacturers
and Dealers in Leaf Tobacco
Red Lion, Pa.

With Specially Designed Bands.
and PAN ANNA
5c. Cigars
TWO HAVANAS
Two for Five Cents
Correspondence with Responsible Houses solicited.
Private Brands made to order.

J. F. REICHARD
Wholesale Dealer in
LEAF TOBACCO
of All Grades
Craley, Penna.

SMITH BROS.
Brokers in Domestic and Imported LEAF TOBACCO
No. 17 Charter Street, Dayton, O.
Ohio Goods Our Specialty

LETTER FROM LANCASTER.

(Concluded from page 5)

systematic way of watching all developments of the crops reported from the different sections of the growing district, have become very wise to the fact that the crops from certain growers are always pretty safe crops to handle, while those of others are much more prone to damage. The latter class are severely let alone by the knowing ones, and yet even those crops which some packers are wary of seem to find buyers, but then the inexperienced must expect to profit by experience just the same as those who now have the experience did in the past. It is a fact, nevertheless, that it is due to this knowledge that the tobacco crops are today so well handled as they are.

If there was a farmer in Lancaster county who was not up to his neck in work during the past week or two, it is safe to say he was not a tobacco grower. The writer has personally seen hundreds of teams in the fields all engaged in transplanting. The matter of plant scarcity seems less serious than at first reported. The real difficulty is that there is not a sufficient supply of plants of a size usually desired to enable farmers to go right ahead, but they find it necessary in some localities to wait a few days for plants to gain some in size before transplanting can be completed. It is also found that many farmers are setting out plants of a smaller size than has been their custom heretofore.

It can scarcely be argued as an unwise move to use smaller sized plants, provided there is uniformity in the size of the plants, for why should they not thrive just as well in the field as in the seed bed, if not even better?

The cigar manufacturing industry in general is somewhat slow just now. In fact I hear considerable complaint from one of the largest factories in this section that it is very draggy just now. It is now a matter of conjecture as to whether June will show as healthy a condition this year as last year did in the cigar output.

Some progress is now being made at the new Moss factory building, the foundation walls being practically completed. It is not expected, however, that the building will be entirely finished and ready for occupancy for many months yet.

John McLaughlin, who had been on the sick list for a number of weeks, is again able to go out, and now spends a few hours every day at the store on North Queen street.

The improved weather conditions have had a wholesome effect on various branches of the business. J. G. Shirk, a well known cigar and tobacco jobber, has felt the good of it by a livelier business, and retail dealers all are much encouraged.

Morris Rosenthal & Co. are engaged in making some improvements to their warehouse on West Chestnut street, including a cement pavement.

Harry W. Bremer, of Lewis Bremer's Sons, spent a day in Lancaster last week looking over the leaf market.

Barney Livingston, of New York, a commission leaf dealer and novelty salesman, was a visitor here during the past week.

HUNTER—A Nickel Cigar
Has won many races for dealers.
Try it.

TOBACCO BREEDING.

By A. D. Shamel and W. W. Coby, Bureau of Plant Industry, U. S. Dept. of Agriculture.

(Continued from last week)

The comparison of the plants raised from seed saved under these field tents and exposed to cross-fertilization with the surrounding plants and of plants of the same variety raised from seed protected from cross-fertilization by paper bags shows that self-fertilized seed produces more uniform, vigorous, and productive plants than the open-fertilized seed, which is to a greater or less extent cross-fertilized between plants of the same variety.

It appears that the cross-fertilization of tobacco seed, even though it occurs between good individuals, has a tendency to seriously break up the type. Along with the variability of type induced by cross-fertilization, it frequently happens that many freak plants resembling the wild species appear; these can only be explained with our present knowledge of the subject as reversions. Such freak plants are not usable for profitable manufacture, and consequently are a source of loss to the growers.

The size and weight of seed from the inbred plants are equal to and in most cases greater than the seed saved from open-fertilized plants. In a series of comparative tests of the two kinds of seed in the case of four varieties grown in the Connecticut Valley it was found that the inbred seed was heavier and larger than the cross-fertilized seed. The total quantity of seed harvested from the open-fertilized plants usually exceeded that of the inbred plants. This was due to the fact that in the case of the inbred plants more of the seed bearing branches were removed than where the plants were allowed to set seed under natural conditions, in order to adapt the seed head for the best possible development under the paper bags. Where an equal number of seed pods was examined for yield of seed the inbred seed equaled or exceeded in quantity the cross-fertilized seed in the variety. In the case of hybrids or in the crossing of two distinct strains or varieties the yield of seed, as well as rate of growth of the hybrid plants, was greater than that of the inbred seed and plants. It is true that some of the improved inbred strains produce but little seed compared with unimproved types of the same variety. Inbred strains have been selected for increased yield and number of leaves, which seem to be correlated with lessened seed production. The same correlation holds true where open-fertilized strains have

Telephone Call, 432—B
Office and Warehouse:
FLORIN, PA.
Located on Main Line of Pennsylvania R. R.

E. L. NISSLY & CO.
Growers and Packers of
Fine Cigar Leaf Tobacco
Fine B's and Tops Our Specialty
Critical Buyers always find it a pleasure to look over our Samples
Samples cheerfully submitted upon request
P. O. Box 96

J. K. LEAMAN
Packer of and Dealer in
LEAF TOBACCO
138 North Market St.
LANCASTER, PA.
United 'Phones

J. W. BRENNEMAN
Packer and Dealer in
Leaf Tobacco
Packing House, Millersville, Pa.
Office and Salesrooms,
110 and 112 West Walnut St.
LANCASTER, PA. United Phones

TRUMAN D. SHERTZER
Dealer in
Leaf Tobaccos
and Manufacturer of
Scrap Filler for Cigar Manufacturing
Warehouses: LANCASTER and RED LION, PA.
MAIN OFFICE:
Lancaster, Pa.

MILTON H. RANCK
Packer of
Penna. Broad Leaf
Dealer in All Grades of
Domestic Cigar Leaf Tobaccos
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been selected for increased number and total yield of leaves.

The rate of germination of the inbred in comparison with the cross-fertilized seed was thought to be slower in some of the experiments carried on in the season of 1904. However, further comparisons have failed to bear out this conclusion, and it is the belief of the writers, based on careful observations on this subject, that the inbred seed sprouts as rapidly as the cross-fertilized seed. It seems probable that in the cases observed by growers in 1904 a difference in moisture content of the rotted apple-tree fiber, the medium used for sprouting, was the cause of the apparent differences in time of sprouting. So far as the writers' observations go, the inbred seed produces more rapidly growing plants than the open-fertilized seed and consequently earlier plants for transplanting. There is no doubt, further, that the inbred seed produces a larger proportion of seedlings for transplanting at one time than the open-fertilized seed, which is an important matter to the tobacco grower, who is frequently forced to wait for seedlings on account of the lack of uniformity of plants in beds sown with open-fertilized seed.

Darwin's conclusions on the comparison of tobacco plants raised from inbred and cross-fertilized seed for three years are as follows:

"Taking the plants of the three generations altogether, the crossed show no superiority over the self-fertilized, and I can account for this fact only by supposing that with this species, which is perfectly self-fertile without insect aid, most of the individuals are in the same condition as those of the same variety of the common pea and of a few other exotic plants which have been self-fertilized for many generations. In such cases a cross between two individuals does no good; nor does it in any case, unless the individuals differ in general constitution, either from so-called spontaneous variation or from their progenitors having been subjected to different conditions. I believe that this is the true explanation in the present instance, because, as we shall immediately see, the offspring of plants which did not profit at all by being crossed with a plant of the same stock profited to an extraordinary degree by a cross with a slightly different sub-variety."

These conclusions of Darwin were based upon greenhouse and garden tests, where, of course, it was not possible to study and compare the characters of quality or the value of the tobacco from the inbred and cross-fertilized seed. The observations of the writers upon tobacco grown in the field under normal conditions in the different tobacco-growing sections bear out the conclusions of Darwin on this subject, and show, further, that the inbred seed produces more profitable crops of tobacco than the seed resulting from open or cross-fertilization within the variety. (Continued next week)

THE TOBACCO THRIPS

By W. A. Hooker, Bureau of Entomology, U. S. Dept. of Agriculture.

(Concluded)

COST OF SPRAYING.

Supplies and labor.—The applications necessary to keep the pest in check will be found to vary considerably, depending upon the rainfall. It seems improbable that spraying for the maximum period of ten weeks will be found necessary when regular spraying is started while the plants are still in the seed bed. The amount of spray necessary and the labor required in spraying varies with the growth of the plant. It was found in June, when the plants were about 2 feet high, that 8 acres were sprayed in four hours by nine men and three boys, using six spray pumps and applying 50 gallons of the diluted emulsion per acre. This was at a cost of about 55 cents an acre for labor and 50 cents for spray. It is roughly estimated that the expense will not exceed $20 an acre, even if found necessary to spray twice weekly for the maximum period of ten weeks.

Apparatus.—In applying the emulsion it is necessary, from the nature of the crop, to use a knapsack sprayer. These

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sprayers can be purchased for from $5 to $15. The writer would recommend the purchase of the better grades, as they will be found the most satisfactory and in the end the cheapest.

SUMMARY OF RECOMMENDATIONS.

The following recommendations are made as a result of the experiments carried on in 1905, and the success following their practice:

1. Practice clean cultivation of the field between crops.
2. Plant fields bordering the s ade to other than cereal crops.
3. Locate the seed bed outside the tobacco field.
4. Apply kerosene emulsion (1 part to 10 parts of water) with a knapsack sprayer twice a week regularly, commencing while the plants are in the seed bed.

It is very important that the spray be regularly and carefully applied during the first few weeks after transplanting, in order that the adult thrips which have passed the winter in the tobacco field be killed before depositing their eggs on the tobacco or weeds in the field.

CAUTION.

The kerosene emulsion must be churn d until thoroughly emulsified, else burning will follow the application.

The emulsion should not be made up to the 1 to 10 strength until shortly before using, as when left standing for longer than two days the excess of water has a tendency to dissolve the soap surrounding the oil globules, setting the oil free.

Spraying must be done in the evening (after 5 o'clock), else the sun's rays will cause a burning of the leaves, following the spray. Spraying may be done on a cloudy day, but only when there is no danger of the clouds breaking away and allowing the sun to appear.

Spraying should not follow an application of Paris green, and when preceding it the plants should be allowed to dry before the Paris green is applied. Care should be taken not to spray into the leaf bud, so far as that can be avoided.

THE TOBACCO THRIPS IN 1905-6.

Although the writer was unable to continue the work in Florida the past year (1906), as planned, he took advantage, in November, of the opportunity offered to visit Quincy. An interview with several planters was sufficient to further convince him of the practicability of spraying with the kerosene emulsion and the efficiency of this spray when carefully applied.

The injury produced by the thrips the past year has been only about 60 per cent. of that of 1905. This is undoubtedly due to the variation in the period and the amount of precipitation, as before stated by the writer.

EFFECT OF THE SPRAY.

As previously stated, the writer was associated during the work on this insect with Mr. W. W. Cobey, tobacco breeding expert of the Bureau of Plant Industry. During the past two years Mr. Cobey has had opportunity to observe the results obtained from the use of the kerosene emulsion spray and at the request of the writer has prepared the following statement in relation to its effect on the character of tobacco and the desirability of its use:

It is the opinion of the writer, after a careful comparative study of the treated and untreated tobacco, that the use of kerosene emulsion on tobacco, when carefully prepared and applied at the proper time under favorable conditions, is in every way practicable and can be profitably employed by tobacco growers in preventing almost wholly the ravages of this insect. There was considerable apprehension among the tobacco growers at first regarding the probable injurious effects of the kerosene emulsion on the character of the tobacco. However, a careful study of the cured and fermented tobacco from the sprayed plants showed that the spraying with kerosene emulsion had not injured the quality or reduced the value of the crop. It has been impossible to discover any difference in the color, elasticity, or aroma of the treated and untreated tobacco after curing and fermenting. On the other hand, the prevention of injury to the tobacco by the thrips, by means of the kerosene emulsion spray, prevented a serious loss to the grower.

The injured tobacco may be fermented sufficiently to even up the color of the leaves and darken the white or discolored veins so that the injury will not be noticeable, but this severe sweating will darken the leaves to such an extent that they can only be classed as dark wrapper.

The use of the spray was quite general during the season of 1906, and serious injury to the tobacco from the thrips was thus prevented. It was found by those who commenced to apply the spray early in the season and were forced to discontinue it after the tobacco was about 2 feet high, that there was but very little injury by the thrips, while those who did not use it suffered a loss to an extent of about one-fourth of that of 1904. During the year the injury under slat shade was very slight.

For those who may apprehend injury to the quality of the tobacco it may be said that the experiments conducted during the last two seasons indicate that when spraying is begun very early in the season it will not be necessary to continue it after the crop is about half grown.

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Business Changes, Fires, etc.

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Iowa.

Dubuque.—Thomas W. Wells, cigars, sold out.

Minnesota.

St. Paul.—Fred. Lindner, cigars, etc., bill of sale, $150.

Ohio.

Cincinnati.—David Augenblick, cigar manufacturer, deed, $4,000.

Dayton.—C. F. Marsh, pool and cigars bill of sale.

Springfield.—Armstrong Bros., cigars, etc., out of business.

Van Wert.—R. P. Jones, cigars, etc., sold out.

Oregon.

Medford.—Karnes & Ritter, cigars, tobacco and confectionery, succeeded by Ritter & Dunlap.

Ontario.—Pefferle & Fisher, cigars, confectionery, etc., dissolved; Pefferle continues.

Pennsylvania.

Allegheny.—Meziwitz & Mellon, cigars, etc., closed by sheriff.

South Carolina.

Sumter.—W. W. Abbott, cigars and billiards, succeeded by Garren Cigar Store.

Washington.

Seattle.—Charles A. Swanson, cigars, deed, $325.

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—The Columbian Tobacco Company, of Boston, Mass., with a capital of $10,000, has been incorporated by A. Chartoff, Jacob Sapire, and Joseph Chartoff.

—Celestino Vega & Co., of Chicago, Ill., to manufacture cigars and smoking articles has been incorporated by Aaron Strauss, Celestino Vega, and Henry Homer. The capital is $150,000.

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